



GRAIN DEALERS' JOURNAL

A NEW GRAIN PORT NORFOLK, VIRGINIA on Hampton Roads

Owned by the City of Norfolk, as a part of its Municipal Terminal Facilities, the elevator just completed is served by the EIGHT RAILROADS entering the port, on an equal basis. It is in every respect a **Union** Terminal Elevator for these eight great trunk lines, which are physically connected with it.

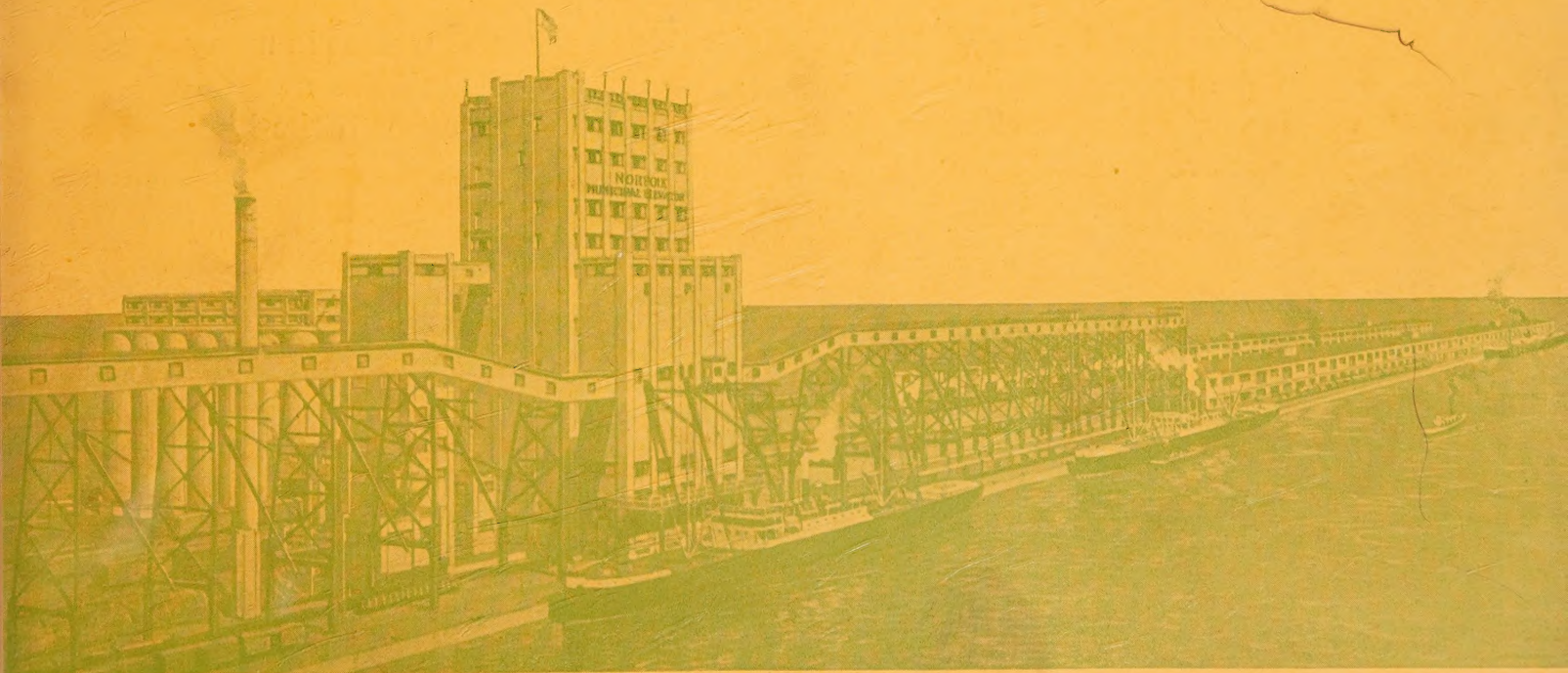
Reinforced concrete construction—750,000 bushels capacity—workhouse constructed to care for 2,500,000 bushels.

Embodies all the latest features of ideal elevator construction.

Rail and Harbor Congestion Unknown at this Port

ROUTE YOUR EXPORT GRAIN THROUGH NORFOLK—
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NORFOLK PORT COMMISSION
Norfolk, Virginia, U. S. A.



Norfolk's New Municipal Grain Elevator



Norfolk Municipal Grain Elevator

This elevator has a storage capacity of 750,000 bushels, and is completely equipped with Webster Grain Handling Equipment.

Webster machinery was specified for this elevator, as well as in many of the largest terminal houses, because successful builders and designers of grain elevators feel confident it will live up to the high standard demanded.

Webster engineers are specialists in grain handling machinery, and are in a position to assist you in selecting proper equipment. Consult them.

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Norfolk on Hampton Roads a New Grain Export Port

By WM. H. JENKINS, Jr.

The tendency of commerce, like water, to follow the course of least resistance, has for centuries been a recognized economic principle. There has been a business reason for every trade route or center, from the crudest beginnings of barter and sale down to the intricate and enormous commercial structure of today. And while nature has ever played a big part in the direction of the flow of commerce, the energy and foresight of keen business minds has been even more in evidence. Therein lies the story of the materialization of the dreams of men who saw at Norfolk, Va., on Hampton Roads, the possibilities for building out of the lavish gifts of nature a greater port. The municipal grain elevator which has just been completed is but one link in this development. Grain was a port necessity. The facilities for handling it were provided. That is the key-note to the new growth of commerce through Norfolk.

When rail transportation became a reality in the United States, the dreamers who were covering the country with a network of rails saw the necessity for port outlets, where land and water transportation could meet. The Harbor of Hampton Roads was easily recognized as one of the finest in the world, and toward it great railway systems stretched out. As commerce grew, these lines increased in number, until today eight trunk lines connect Norfolk with every section of the United States.

Three of these lines built coal terminals, and developed the world's greatest coal port. All of them joined in the effort to develop an export and import movement, and the port began to build up slowly, but very slowly indeed until the World War came, with its overnight demands for extraordinary port service. And that is when the story of the new development at Norfolk really begins.

Location: Norfolk is situated midway on the Atlantic coast between Boston and Jacksonville, eighteen miles from the Virginia Capes. To European, United Kingdom, Asiatic, Oriental, South American and West Coast ports, Norfolk is, generally, 300 miles closer than New York, and 180 miles closer than Baltimore, while eight trunk line railroads connect the port with the North, Northwest, Middle West and South. The balmy climate permits of movement of shipping the year around, as the harbor is entirely free of ice in the coldest winter months.

The site of the original town of Norfolk consisted of fifty acres, purchased by the General Assembly of the Virginia Colony in 1682 for 10,000 pounds of tobacco, and the town was incorporated that it might be one of the stations where the weed could be received, stored and sold. Tobacco was then the coin of the colony. In striking contrast to this purchase price is the volume of tobacco passing through Norfolk in 1921, amounting to over 200,000,000 pounds. And there is always in storage at the port for overseas shipment from 30,000 to 50,000 hogsheads of this commodity.

As John Smith Saw It: Captain John Smith, writing shortly after the settlement of Jamestown, described the section around Norfolk in the following glowing terms:

"There is but one entrance into this country, and that is at the mouth of a goodly bay eighteen or twenty miles broad. Within is a country that may have the prerogatives over the most pleasant places known, for earth and heaven never agreed better to frame a place for man's habitation."

Hampton Roads has been the rendezvous for the American navy ever since there was one. Through Hampton Roads during the World War thousands of men, countless shiploads of horses, food and ammunitions, and swift fleets of destroyers passed out to the aid of the Allies.

Early Supremacy: Back in the early part of the nineteenth century, when the Yankee clippers sailed the Seven Seas, and won for America the maritime supremacy of the world, Norfolk, Virginia, was one of the best known ports of the globe. Hordes of white-winged ships carried cotton and tobacco from the port, and brought back the products of every clime.

Then came the gradual disappearance of the Stars and Stripes from the ocean, and with this disappearance a sharp decline in Norfolk's port activity. But the conditions that brought the ships to Norfolk remained unchanged, and when the World War came, with its demand upon the United States for food, clothing, munitions, horses, machinery and the thousand-odd things necessary in the prosecution of a war, Norfolk and Hampton Roads became the greatest gateway for this movement.

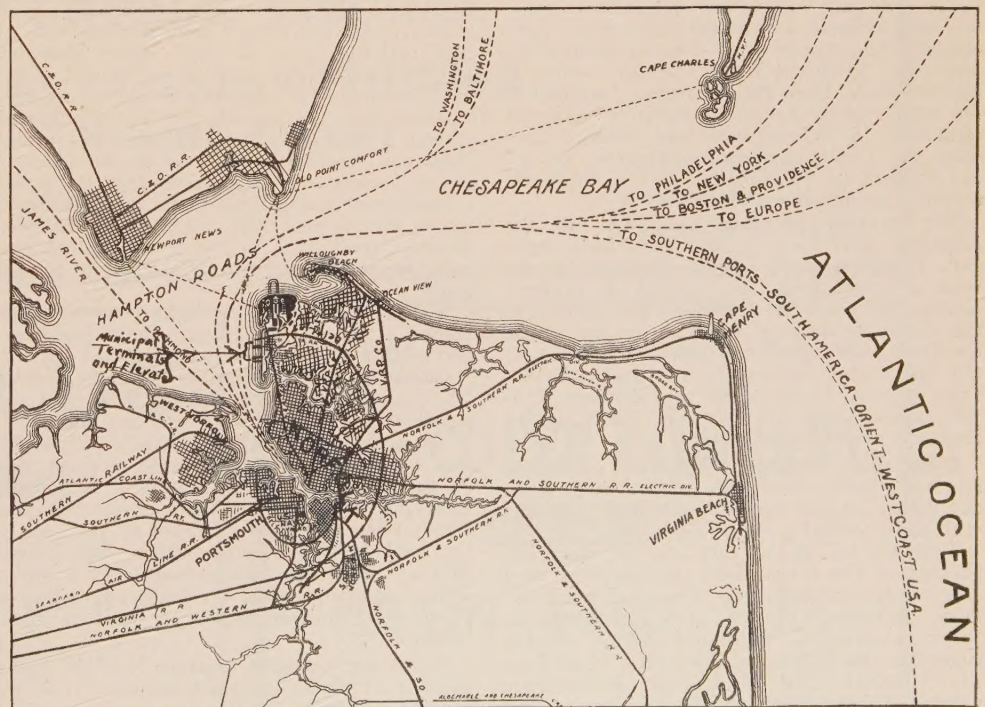
The war movement demonstrated one thing which is true to a greater extent today than it was at the height of the war—export and import traffic can be handled through the port more cheaply than anywhere else on the Atlantic Seaboard. Unlimited fuel, miles of

anchorage, well-equipped piers, physical connection between every railroad entering the port, shipside delivery of cargo and elimination of barging are among the things that have cut down the port costs. Ships get dispatch, and it is dispatch that counts, more than any other factor, in the reduction of ocean transportation costs.

In 1900, Norfolk had about 47,000 people, and in 1910 the census gave the city 67,452. This was more than doubled by the 1920 census, which with the later additions gave Norfolk 123,087 people. At the end of 1922 Norfolk has 126,000 people, and suburban territory which is to become a part of the city Jan. 1, 1923, will increase this total to 162,000. This hardly tells the story, however, for within a radius of fifteen miles of Norfolk there are approximately 300,000 people.

Port Commission Formed: On Sept. 1, 1918, City Manager government became effective in Norfolk, and almost simultaneously with this constructive occurrence, a real port development plan began to take shape. The city already owned one of the finest waterfront sites obtainable, fronting half a mile in Hampton Roads. The War Department had constructed, for the handling of overseas supplies, one of the finest ocean terminals in the world. It became known that this terminal would probably be released for commercial use, and as the commerce that had developed during the war gave little indication of slackening, the city of Norfolk began to lay its plans to enter the business of port building.

One of the early acts of the new city government was the creation of the Norfolk Port Commission, a body of nine outstanding business, shipping and transportation men, who



Map of Norfolk, Va., and its Environs Showing Location of Norfolk Municipal Terminals, Railroad and Steamship Routes.

serve without salary. This commission, in November, 1919, took over a portion of the Army Base terminal under lease from the War Department, and began operating it as a Municipal Terminal.

The commission soon found that its judgment was well founded. The terminals were developing business at a rapid rate, and in March, 1920, Arthur G. King was appointed Port Director. The following August a new contract was entered into with the government, and the business continued to increase steadily.

But the Port Director and the members of the Port Commission satisfied themselves that something more than tobacco, cotton, merchandise and miscellaneous cargo was needed for the proper development of the port. Steel was available for the balancing of cargoes, but grain was badly needed. One of the Newport News elevators had been destroyed by fire, and the remaining one was not being operated to anything like capacity. Norfolk needed a modern grain elevator.

Elevator Planned: Once this need was established, the Commission ordered plans prepared. From the beginning there was no question but that the city must build it. The railroads were not in a position to undertake such a work. So the Commission secured the approval of the City Council, and the voters passed upon the question of a \$5,000,000 port development bond issue.

The bond issue passed by an overwhelming majority. Plans were completed, contracts were let, and before the elevator was completed a contract was let for a reinforced concrete merchandise pier, in connection with the elevator. When this work is completed the city will have a grain and general cargo unit which will be as nearly ideal as possible from the standpoint of cargo movement and ship dispatch. The commission has not done its work by halves.

Union Railroad Terminal: In effect, the new Municipal Grain Elevator and Terminal is a union terminal elevator for the eight railroads entering the city. The terminal is located at the Norfolk terminus of the Norfolk and Portsmouth Belt Line Railroad, an industrial switching road owned jointly by all of the railroads. This same Belt Line enters the Municipal Terminal at the Army Base (operated by the city under lease).

The Belt Line connection means that no matter what railroad a shipment for export might originate on, or over what line an import shipment was to move, the movement would be handled to or from the Municipal Terminal in the same manner as at the individual railroad terminals. Switching, wharfage, storage, handling and similar charges are absorbed by the rail carriers on the same basis as if the traffic moved over their own terminals.

The railroads serving the port are the Atlantic Coast Line, to the south and southeast, the Chesapeake & Ohio Railway, to the west and northwest, the Norfolk & Western Railway, to the west, northwest and southwest, the Norfolk-Southern Railway, to the south, the Pennsylvania Railroad (N. Y. P. & N.), to the north and northwest, the Seaboard Air Line Railway, to the south, the Southern Railway, to the south and west, and the Virginian Railway, to the west.

Steamship Service: Eleven coastwise steamship lines, about fifty general cargo lines and numerous coal cargo lines connect the port with the principal ports of the world.

THE COASTWISE lines and the more important of the ocean lines (exclusive of coal cargo lines) are Baltimore, Chesapeake and Atlantic Railway (Weems) (to Rappahannock River Landings), Baltimore Steam Packet Company (to Baltimore), Bennett's N. C. Line (to Elizabeth City, N. C., and intermediate points), Buxton Line, Inc. (to Richmond and intermediate points), Chesapeake Steamship Company (to Baltimore), Elizabeth City Boat

Line (to Elizabeth City, N. C., and intermediate canal points), Merchants & Miners Transportation Company (to Boston and Providence), Norfolk and Mobjack Bay Steamboat Company (to Mobjack Bay and intermediate points), Old Dominion Transportation Company (to New York), Philadelphia, Norfolk Steamship Company (to Philadelphia), Smithfield, Newport News and Norfolk S/S Company (to Newport News and Smithfield).

FOREIGN STEAMSHIP LINES—General Cargo: American Metal Line, American Line, American-Australian Line, American-Manchurian Line, Atlantic Transport Line, Baltimore Steamship Lines, Blake Lines, Bristol City Lines, Black Diamond Lines, Barber Steamship Lines, Blue Funnel Line, Blatt Steamship Line, Cosmopolitan Lines, Dixie Line, Donaldson Line, French Lines, Holland-American Line, W. H. Tracy & Co. Lines, Johnston Line—Virginia Service, Kerr Line, Leyland Lines, Mallory Lines, Manchester Liners, Ltd., Nippon, Yusen Kaisha, New York & Cuba Mail S/S Line, Oriole Line, Pacific Mail Steamship Line, Prince Line, Reardon-Smith Line, Red Star Lines, Robert Dollar S/S Line, Roosevelt Lines, Smith Line, Scandinavian-American Lines, Sprague Lines, Taylor Bros. Line, United American Lines, U. S. Navigation Company, Virginia Line, Ward Line, Williams Line, J. H. Winchester & Company, White Star Line.

Even as Jersey and Hoboken cannot be separated from the port of New York, so are Norfolk, Portsmouth and Newport News, all using a common harbor, inseparable as the port of Hampton Roads. For all practical purposes, except for the fact that they are separated by water, they constitute a single commercial gateway.

Some Port Figures: Reports of the Department of Commerce for the fiscal year ending June 30, 1921, convey the astonishing information that in the volume of export tonnage for the year, Hampton Roads exceeded the port of New York. The total tonnage of foreign trade through Hampton Roads for the fiscal year ending June 30, 1921, was 12,508,360 tons, of which total, 8,024,271 tons passed through Norfolk, and 4,484,089 tons were handled at Newport News.

For years it has been the practice of the Department of Commerce to base its foreign trade figures largely on cargo valuation. Such a basis does not always give a clear idea of port activity. For instance, while Hampton Roads is the second port of the United States in the amount of export and import tonnage handled, it is the seventh port in valuation of foreign commerce. It is tonnage that brings ships and this port's claim to second place in the movement of foreign commerce is further strengthened by the Department of Commerce's report for the year 1920, which gives Hampton Roads second place in the net registered tonnage of vessels entering and clearing in foreign trade.

That this port is in the infancy of its development is conceded by all port development experts. In a recent circular issued by the National Rivers and Harbors Congress, entitled "A World Port in the Making," the unlimited possibilities of Hampton Roads are outlined.

Hampton Roads coal ports handled 21,569,320 tons of coal in 1920, an increase of more than 65 per cent over 1919. For 1921, altho only 15,340,801 tons were handled over the Hampton Roads piers, this port exported 68 per cent of the coal moving overseas from the United States. Bank clearings average half a billion dollars annually, while dividends amounting to over half a million dollars are paid to stockholders.

Great Agricultural Center: Norfolk has a number of claims to pre-eminence. It is the world's greatest distributing point for truck crops, which are produced on the fertile farms in Norfolk, Princess Anne, Isle of Wight, and

Nansemond Counties, as well as in the Mathews and Gloucester sections, and even in Eastern North Carolina.

Already the world's fourth cotton port, Norfolk, is making rapid strides for a still higher rating. In 1921, 384,824 bales were handled through this port, of which 182,055 were exported. This represents an increase of about 50 per cent over the previous year.

The port has attained first rank as a tobacco export point, the movement of this commodity having shown an increase of nearly 2,000 per cent in the last four years. The 1921 movement amounted to 207,713,172 pounds, valued at \$135,195,363.

Norfolk's Grain Trade: Not for many years has Norfolk figured in the grain export statistics to any extent. This condition has been due almost wholly to the lack of grain elevator facilities. The one original elevator on the Norfolk side of Hampton Roads, owned by the Norfolk & Western Railway, became obsolete more than a dozen years ago, and until the city constructed its elevator there was nothing whatever to draw bulk grain. Some sacked grain moved, of course, but only in limited quantities.

Newport News, however, by means of elevators owned by the Chesapeake & Ohio Railroad, was able to demonstrate conclusively that grain could move advantageously through Hampton Roads. Up to 1914, when one of the C. & O. elevators was burned, two such structures were profitably operated. Between 1915 and 1921, with one elevator, the C. & O. handled a total of 177,218,694 bus. of bulk grain. The peak of this movement was, of course, during the World War, and it began to fall off appreciably in 1920, when the general rate readjustment favored the Gulf ports so greatly. However, with the later adjustments secured, looking to a correction of such rate inequalities, the Newport News elevator is prepared for a big movement in 1923.

The lessees of the new Norfolk elevator have already established their faith in the 1923 grain movement through Norfolk by their minimum quantity agreement. Added to this is the unanimous co-operation of the Norfolk rail lines, which in itself assures a big movement. Grain exporters say that the Norfolk elevator will also have the effect of increasing the volume of the movement through the Newport News elevator, since the added facilities at Hampton Roads will give a handling capacity sufficiently large to attract the big movements.

Norfolk attracted wide attention in 1921 as a grain products port when the Port Commission, at the request of the Millers' National Federation, installed special flour loading and handling machinery to expedite the movement of this commodity between cars and ships. It was very quickly demonstrated that this machinery cut down handling and loading costs one-half, and as a result a big flour movement through the Municipal Terminals was started. This machinery is also adapted to handling any small case goods or sacked products from cars to ship's hold, at a tremendous saving in time and money.

While Norfolk and Newport News have always handled large amounts of flour from time to time, the movement has been more or less erratic. In the last five years (1922 figures not available) over 7,000,000 barrels of flour have moved through Hampton Roads.

Norfolk dealers carry on an extensive grain and grain products business with the eastern Virginia section, and a large part of North Carolina. While various rate upheavals have had the effect of curtailing the territory served by this city, the local dealers have at the same time been developing their business more intensively. They have also been conducting a persistent campaign for the rate and reconsignment adjustments to which they feel they are entitled, and this situation now offers considerable encouragement.

Established
1894



Incorporated
1910

J. H. Cofer & Company, Inc.

*Grain Dealers
Domestic and Export*

Norfolk, Virginia, U. S. A.

"The Best Harbor in the World"

The above cut shows our sacking and transfer plant used for our trade to the South

MOON-TAYLOR COMPANY

Brokers and Distributors

NORFOLK, VIRGINIA

Hay - Grain - Millfeed

IMPORT - EXPORT

Business Entrusted to
Us Will Be Handled as
It Should Be.

Other Offices
Lynchburg, Va.
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THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Est. 1906

Member G. D. N. A.

V. L. COFER COMPANY
BROKERS

GRAIN - FEED - HAY

Citizens Bank Bldg.

Norfolk, Virginia

Have your grain drafts routed through
The Norfolk National
 and you will be sure of prompt and proper
 collection service at special remittance rates

The Norfolk National Bank

Norfolk, Virginia

Capital and Surplus
 \$2,000,000.00

Resources
 \$14,000.00

DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

Denver Elevator

Wholesale Grain, Flour and Mill Feed.
 We operate 30 elevators in Eastern Colorado.

The Summit Grain Co.

Receivers and shippers of all kinds of grain.
 Wire or phone us.

O. M. Kellogg Grain Co.

Receivers and shippers of all kinds of Grain.

McCaull-Dinsmore Co.

Grain—Wholesaler and Commission.

T. D. Phelps Grain Co.

Wholesale Grain and Beans.

The Crescent Flour Mills

Merchant Millers and Wholesale Grain.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Houlton Grain Company

Wholesale Grain—Get in touch with us.

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Crowell Elevator Co.

Wholesale Grain.

The Conley-Ross Grain Co.

Wholesale Grain and Beans.

Moore-Lawless Grain Co.

Kansas City, Denver and Atchison.
 Private wires to all markets. Hedging orders
 solicited.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in the contract.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.*
Stone & Co., Lester, wholesale grain.*

ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wires.*

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Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Johnston Co., Thos., receivers & shippers.*
Jones & Co., H. C., receivers, shippers, exporters.*
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Steen & Bro., E., grain receivers and exporters.*

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McConnell Grain Corporation, commission merchants.*
McKillean, Inc., J. G., receivers and shippers.*
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McCord-Logan Grain Co., commission merchants.*
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Meech & Stoddard, Inc., grain, feed, hay, flour.*

(Continued on next page.)

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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The futures market, part speculative, provides hedging, or price-insurance facilities. Hedged grain protects the owner against losses through price fluctuations. Such insurance may cover the grain from the time it is grown till it reaches the mill. Like fire insurance it removes the speculative risk.

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The Board of Trade is an association of merchants. It neither buys nor sells grain. It simply furnishes a market place and enforces the most rigid rules known in the realm of commerce. For three-quarters of a century it has provided a continuous market in which the producer could dispose of his grain at any hour of any business day. Grain is one of the few commodities which has an open continuous market.

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When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.

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—that Milwaukee's grain receipts average about 80,000,000 bushels annually?

—that 21,000,000 tons of freight are moved into and out of Milwaukee annually?

—that Milwaukee elevators can store 20,000,000 bushels of grain?

—that the receipts of coal at Milwaukee are 5,000,000 tons annually?

—that Milwaukee is one of the largest clover seed markets in the United States?

—that Milwaukee is the second largest primary oats market in the United States?

—that ocean steamers sail from Milwaukee direct to the ports of Europe?

—that 50% of the grain received in Milwaukee is consumed or ground here by the mills?

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A line to any of the Chamber of Commerce Members shown here will be the means of your getting more information about this market

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Feterita, Milo
Maize, Mill Feed

SHANNON GRAIN COMPANY
CONSIGNMENTS
201-2 Board of Trade KANSAS CITY, MO.

Consign to
WATKINS GRAIN CO.
KANSAS CITY, MO.
"You'll Be Pleased"

TERMINAL ELEVATORS
Grain Merchants
Kansas City, Mo.

HALL-BAKER GRAIN CO
Buyers and Sellers of Grain
CONSIGNMENTS
Kansas City - - Missouri

Rocky Mountain Grain & Com. Co.
Consignments



Buyers—Sellers
WHEAT . CORN
OATS . BARLEY
CONSIGNMENTS
MILL ORDERS

Yes Sir: Real Service
We Handle Consignments
S. H. Miller Grain Co.
Kansas City Missouri

FEDERAL GRAIN CO.
Real Service on Consignments
Buyers and Sellers of
Wheat, Corn, Oats, Barley,
Kafir and Milo
Operators 1,500,000 BU.
MURRAY ELEVATOR
BOARD OF TRADE KANSAS CITY, MO.
U. S. A.

A. C. DAVIS GRAIN CO.
Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A

TRY
FULLER GRAIN CO.
Consignments
Service
Kansas City, Mo. St. Joseph, Mo.

CONSIGN
Ernst-Davis Com. Co.
Kansas City

**SPECIAL ATTENTION
GIVEN TO FUTURES**

MEMBERS
Kansas City Board of Trade
Chicago Board of Trade
St. Louis Merchants Ex.

Simonds-Shields-Lonsdale
Grain Co.
QUALITY and SERVICE
Kansas City, Missouri

R. J. THRESHER EBENEZER S. THRESHER
R. J. THRESHER GRAIN CO.
Successors to THRESHER FULLER GRAIN CO.
GRAIN COMMISSION MERCHANTS
Consignments Solicited
Grain Bought and Sold for Future Delivery
311-314 Board of Trade, KANSAS CITY, MO.

MOORE-LAWLESS GRAIN COMPANY
Consignments—Futures
KANSAS CITY, MO.

Branch Offices: Atchison, Kansas—Denver, Colorado
Members: Kansas City, Chicago, St. Louis, Atchison and Denver Exchanges

RECEIVERS, SHIPPERS AND BROKERS

L. C. BUTTON CO.

510-511 Grain Exchange SIOUX CITY, IOWA

**General Grain and
Commission Business**

USE US

E. Stockham Grain Co.**CONSIGNMENTS**Every Car Gets Personal Service
Omaha, Nebr.

WRITE US YOUR OFFERS

CROWELL ELEVATOR COMPANY

Receivers and Shippers

GRAINConsignments Solicited
OMAHA**Des Moines Elevator & Grain Co.**

Terminal Elevator Capacity 700,000 Bu.

We specialize in Oats and High Grade
Corn, Oats sacked for Southern Trade.

HUBBELL BLDG. DES MOINES, IOWA

MATTHEW D. BENZAQUIN**GRAIN AND FEED**

Brokerage and Commission

DOMESTIC and EXPORT

505 Chamber of Commerce Boston, Mass.

RICHARDSON BROS.Brokers
Want Offers

Grain - Flour - Mill Feed

Delivered Philadelphia
Either Export or Domestic
The BourseSolicit inquiries for Natural and Kiln
Dried Corn, Country White Oats**E. A. GRUBBS GRAIN CO.**

Greenville, Ohio

E. I. BAILEY

CLEVELAND, OHIO

Receiver and Shipper of

Corn, Oats, Mill Feed

Ask for Prices

SWIFT GRAIN CO.Murphy Building
Detroit, Michigan*Consign or Ask Us for Bid***CONSIGN****WHEAT - CORN - OATS**

-TO-

DUMONT, ROBERTS & CO.

626-8 Murphy Building, Detroit, Mich.

"The top 'o the market to you"

TAYLOR & PATTON CO.Terminal elevator capacity
250,000 bushels. Buyers and
shippers of Corn and Oats.

DES MOINES - IOWA

E. E. Delp Grain Co.Elevator and Mills---Bourbon, Indiana
Eastern Office, Philadelphia, Pa.

It's Always Ready!

*Put in the Elevator proved by the
test of time in hundreds of mills.*

THE Humphrey Elevator's wide reputation for smooth, perfect operation, economy and safety is the result of 32 years of elevator building and developing.

Every detail of its construction has been perfected. Note these features: Electric silent chain drive; driving mechanism a compact, self-contained unit running in oil bath; Humphrey Patented Automatic Safety Stop; quick and easy control; self operating.

Humphrey Elevator

Consult our Engineering Department. We can give you dependable advice and data on the actual saving that Humphreys are obtaining in plants of various sizes. Write today.

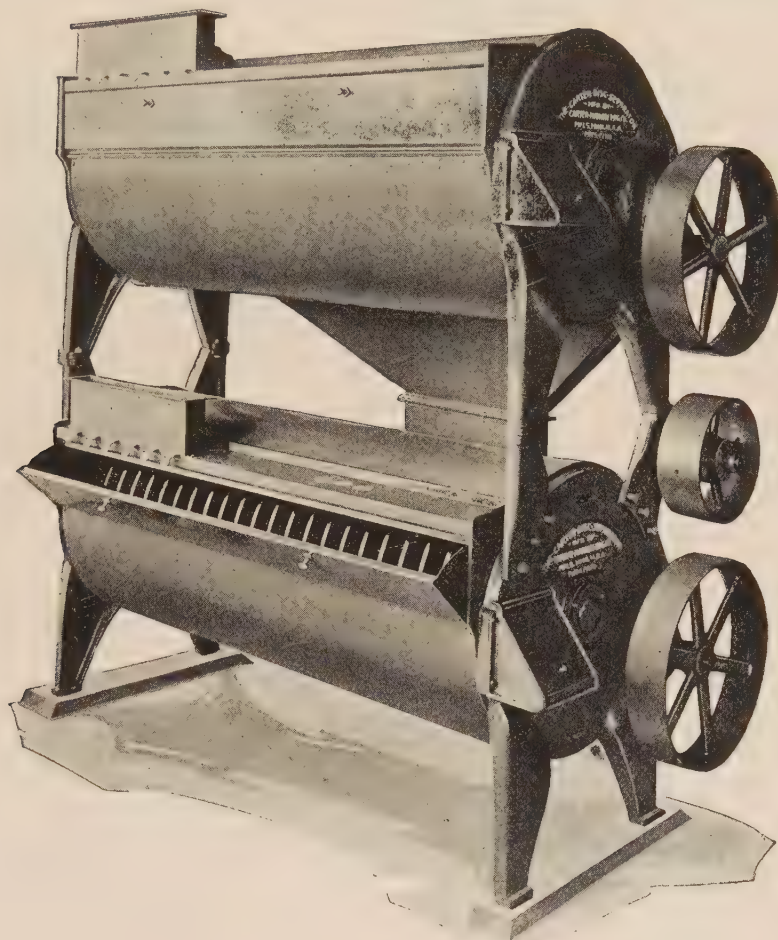
Representatives in Principal Cities

Humphrey Elevator Company
1129 Division St. Faribault, Minn.

There is
ONLY ONE
GENUINE
Humphrey
Elevator



The New Elevator at Norfolk, Va. *Equipped with Carter Disc Separators*



The fact that the Port Commissioners of Norfolk, Va., after a careful investigation, adopted the Carter Disc Separator for their new modern elevator (described in this issue) is just one more proof of the greater efficiency, economy and money-saving value of the Carter.

Why keep on losing the money that the Carter can save in **your** elevator? Without risking a penny, you can satisfy yourself as to whether or not it **will** be a profitable investment for you, by actually trying it out for 30 days. Write for full information.

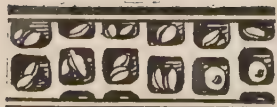
Carter-Mayhew Mfg. Co., 611 5th Ave. So., Minneapolis, Minn.

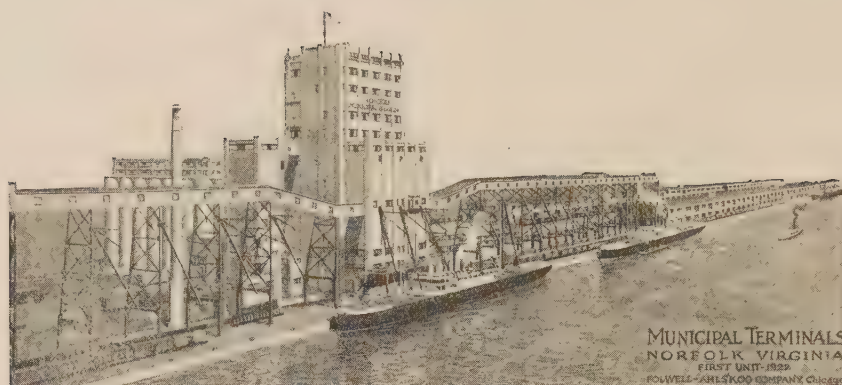
CARTER

DISC
SEPARATOR

Kansas City Office, 403 New England Bldg.

In Canada: Manufactured and Sold by
The Strong-Scott Mfg. Co., Ltd.,
Winnipeg





First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

IN carrying out the construction of the Municipal Terminal Elevator (described on page 839 of this issue) we have added the city of Norfolk to our list of satisfied customers.

The fine loyalty and efficiency of our organization and the pleasant co-operation of the supervising Engineers and Architects made possible the execution of this project in a remarkably short time under very trying conditions due to strikes and embargoes.

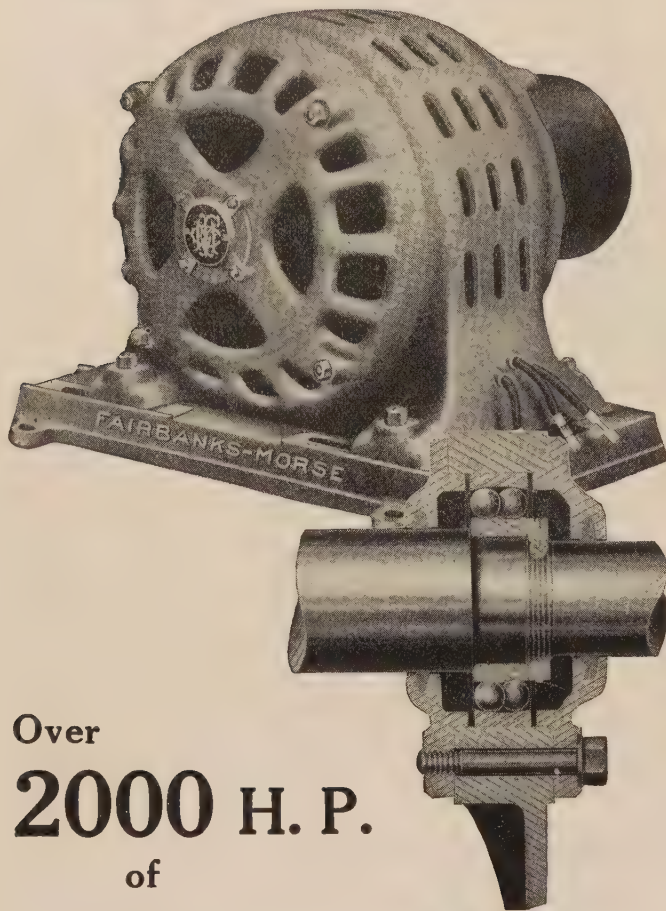
We extend the compliments of the season to our past customers and to those who may be added to our list during the New Year.

A. M. Crain & Co.

A. M. CRAIN
A. F. EISERER

1562 Monadnock Block
Chicago, Ill.

Fairbanks-Morse Ball Bearing Motors



Over

2000 H. P.

of

Fairbanks-Morse Ball Bearing Motors

are used in the
Norfolk, Virginia
Municipal Elevator

These motors were selected on account of the satisfactory service given in the New Orleans Public Grain Elevator where over 3,000 horse power have been in operation for about five years.



Fairbanks, Morse & Co.

Manufacturers, CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

IN considering the purchase of a Cleaner you are sure to ask yourself Will It Pay?

You can be assured that it **will pay** if you buy a "Standard" which is equipped with our Patented Blast Regulator, Automatic Traveling Brushes and Force Feed Hopper all of which result in making them the efficient machines they are recognized to be by any number of satisfied users.

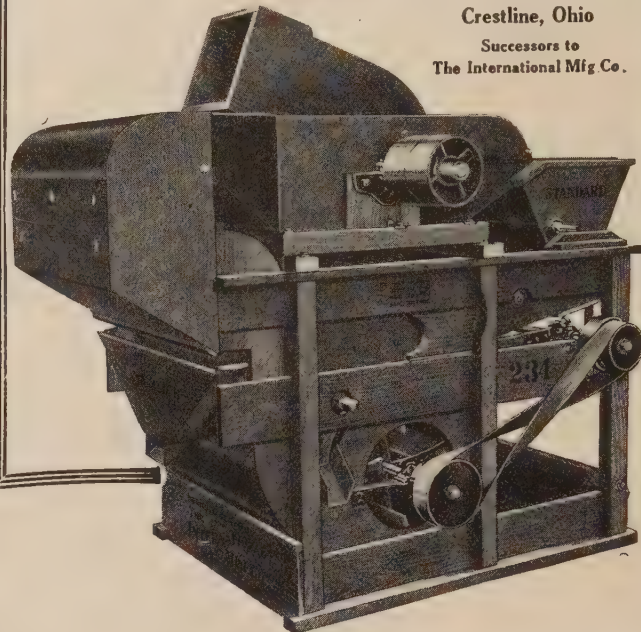
Our line comprises machines suitable for cleaning any kind of grain or seed.

Write for our latest catalogue of twenty-four different styles with prices.

THE BURCH PLOW WORKS CO.

Crestline, Ohio

Successors to
The International Mfg Co.



YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks. By using these blanks you make **formal order** for cars to suit your needs, and the **duplicate** copy provides you with undeniable evidence that the station agent received the order.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of delay by the railroad company.

CAR ORDER BLANKS contain spaces for the name of the station, date, railroad, number of cars for immediate loading, number of cars for loading in—days, kind of grain, capacity, destination, and a space for the signature of the shipper. Also space for the date when the order is filed with the agent, and for the signature of the agent acknowledging its receipt.

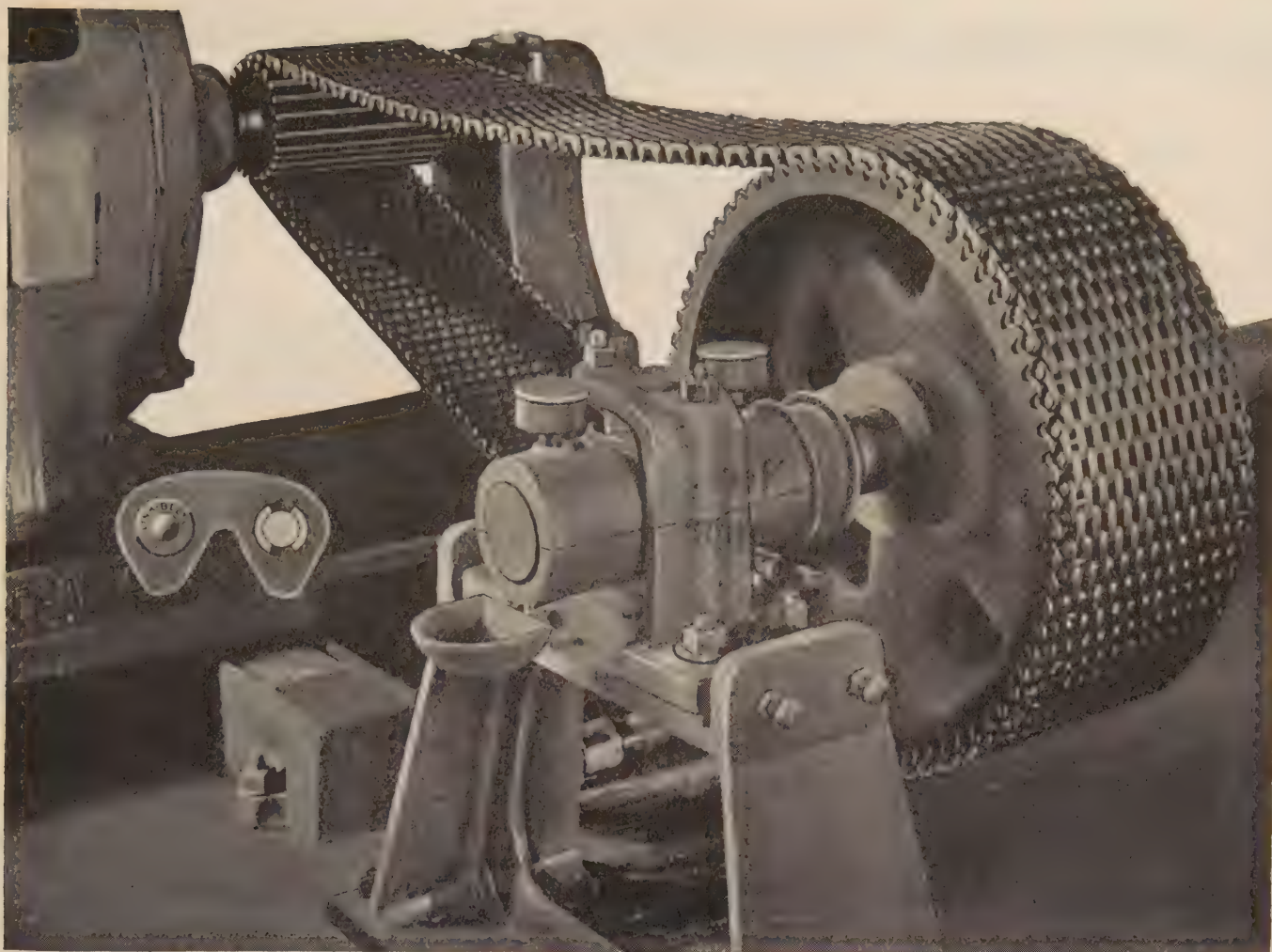
These blanks are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use **Form 222 C. O.**, Price 75cts.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

Chicago, Ill.



NORFOLK ELEVATOR EQUIPPED WITH LINK-BELT SILENT CHAIN

THE Norfolk Municipal Elevator (A. M. Crain Co., Chicago, Contractors), one of the largest elevators in the country, is equipped throughout with Link-Belt Silent Chain Drives—31 drives, totaling 1777½ H. P. They will operate conveyors, separators, clippers, shovels, legs, etc. All are enclosed in our dust-proof, oil-retaining casings.

Link-Belt Silent Chain has earned an enviable reputation for efficiency in power transmission. It is 98.2% efficient on actual test. It is "Flexible as a Belt—Positive as a Gear—More Efficient than Either".

If you want to get the most out of your equipment, use Link-Belt Silent Chain.



*Flexible as a Belt—Positive as a Gear—
More Efficient Than Either.*

LINK-BELT COMPANY

PHILADELPHIA

New York - Woolworth Bldg.
Boston - 49 Federal St.
Pittsburgh - 1501 Park Bldg.
St. Louis - Central Nat'l Bank Bldg.
Buffalo - 547 Ellicott Square
In Canada - Canadian Link-Belt Co., Ltd.

Wilkes-Barre -
Huntington, W. Va. -
Cleveland -
Detroit -
Kansas City, Mo. -
Toronto and Montreal

2d Nat'l Bank Bldg.
Robson-Prichard Bldg.
429 Kirov Bldg.
4210 Woodward Ave.
306 Kimhurst Bldg.
H. W. CALDWELL & SON CO.

CHICAGO

Seattle -
Portland, Ore. -
San Francisco -
Los Angeles -
Denver -
Chicago, 17th St. and Western Ave.

820 First Avenue, S.
First and Stark Sts.
168 Second Street
168 N. Los Angeles St.
Boston Bldg.

Louisville, Ky. -
New Orleans -
Birmingham, Ala. -
Charlotte, N. C. -
NEW YORK, Woolworth Bldg.

INDIANAPOLIS

Frederick Wehle, Starks Bldg.
C. O. Hinz, 604 Carondelet Bldg.
S. L. Morrow, 720 Brown-Marx Bldg.
J. S. Cochran, Com'l Bank Bldg.
DALLAS, TEXAS, 709 Main St.

LINK-BELT

1922

Monitor

REGISTERED TRADE-MARK

1923

Again, we extend to our many friends and customers, our sincere wishes for

**A Merry Christmas
A Happy New Year**

Huntley Mfg. Co.
Silver Creek, N. Y.

Canadian Plant,
Huntley Mfg. Co., Ltd.
Tillsonburg, Ont.

The Bauer

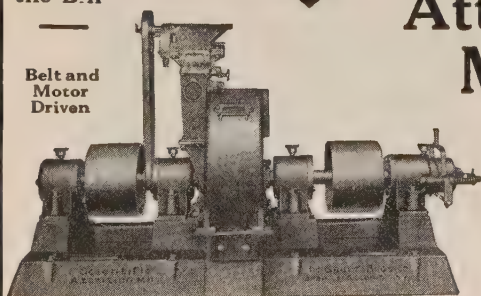
COSTS LESS PER HOUR

"The Mill that Fills the Bill"

Heavy Duty

Attrition Mills

Belt and
Motor
Driven



The Bauer Ball-Bearing Belt-Driven Attrition Mill

Accessible
Interior
Self Trimming
Safety Quick
Release

Why Experiment

There is no good reason for experimenting with Grinding Machinery or grinding methods. Neither Method results in profits. Are you sure that you are making ALL the profit possible? Why not put the problem up to the Bauer Engineering Department? This service is FREE to ALL Millers. Take advantage of it.

Send for Catalog

THE BAUER BROS. CO.

506 Bauer Bldg.

Springfield, Ohio

Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.

Duplicating Grain Contracts

Do not take chances on verbal contracts for future delivery of the grain you are now purchasing. With the present unstable condition of the markets, Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure.

Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold — Bushels of — at — cents per bushel, to grade No. —, to be delivered at — on or before —." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted.

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound and supplied with 3 sheets of carbon. Order FORM 10DC, Price \$1.00.

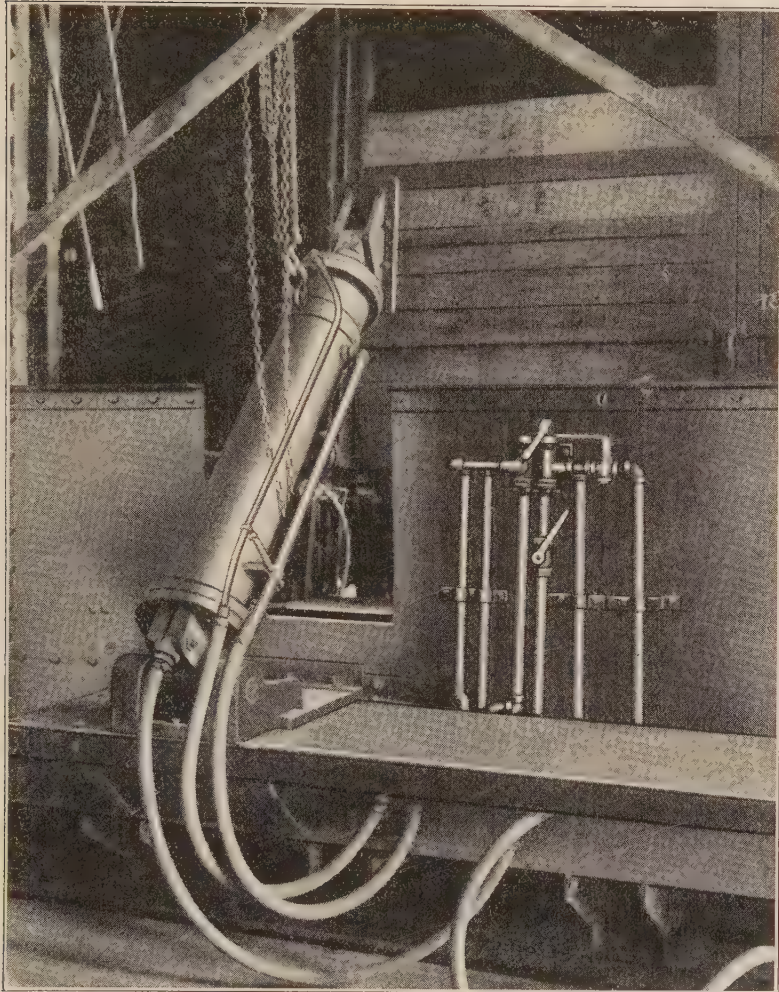
Send all orders to

Grain Dealers Journal

315 South La Salle St.

CHICAGO, ILL.

Something New!



Patent applied for

The Peterson Pneumatic Grain Door Remover

Grain doors
removed in less
than
two minutes

One man operates

Saves effort
and time

Write for catalog

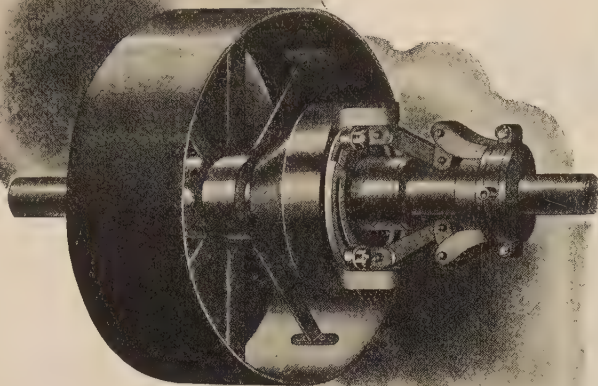
The Municipal Elevator at Norfolk, Va., described in this issue, is equipped with the Peterson Grain Door Remover.

Manufactured under license by

The Strong-Scott Mfg Co.
Minneapolis Minn. Great Falls Mont.

Everything for Every Mill and Elevator





"Peerless" Friction Clutches

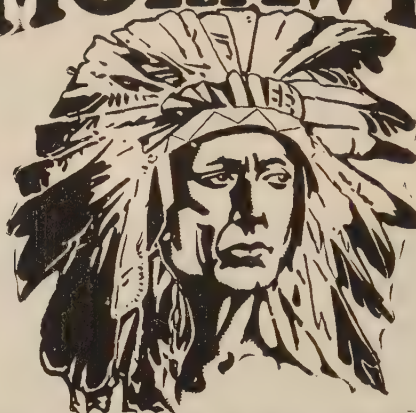
HAVE STOOD THE TEST FOR YEARS
and we can assure you complete satisfaction

Write us for circular and prices

OUR STOCK OF SUPPLIES
FOR MILLS and ELEVATORS
IS ALWAYS COMPLETE

ESSMUELLER MILL FUR. CO.
1216-1224 So. 8th St. ST. LOUIS, MO.

MOHAWK



RUBBER BELTING

For many years the **Standard Belting** for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.
301 W. Randolph St. CHICAGO
New York, Boston, Philadelphia, San Francisco, Seattle

Dust Collectors



alone do
not prevent
explosions
in Elevators, but

DAY

Dust Collecting Systems do
when properly installed.

The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.

Too Many Buyers

Read this letter received from
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa.
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,
COOK BROTHERS.

Here are the ads referred to

MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

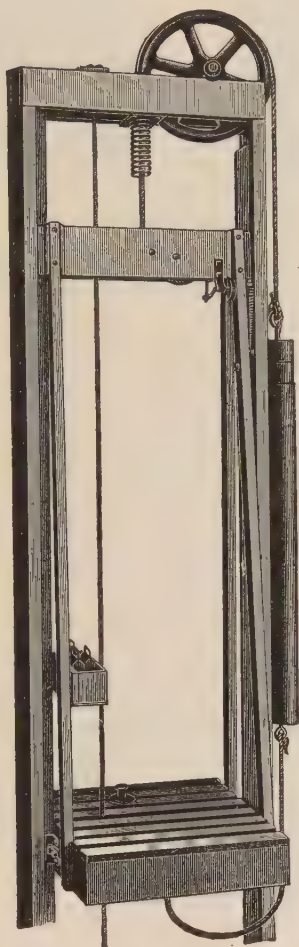
This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.

Save Your Time, Health and Energy

BY USING A

Barnard-Moline Safety Man-Lift



Many fires can be averted, and other necessary duties performed more quickly and conveniently by installing a Barnard-Moline Safety Man-Lift, which is especially designed for use in small flour mills, feed mills, grain elevators and warehouses.

Fire Insurance Companies endorse and recommend the installation of Man-Lifts and allow a proportionate reduction in rates where they are installed in grain elevators.

The Barnard-Moline Safety Man-Lift consists of a cab 28 x 30 inches by 7 feet 7 inches high, equipped complete with rope sheave, bump spring, wood guides, balance and counterbalance weights, also steel hoisting cable, hand and trailing ropes of proper length for height of cab travel.

It requires a space, approximately $3\frac{1}{2} \times 5\frac{1}{2}$ feet on each floor, which allows sufficient room for getting on and off the cab. A space ten feet above level of top floor is required for clearance of sheave wheel on top of elevator shaft.

EQUIPPED WITH DOUBLE SAFETY STOP DEVICE

Under the floor of the cab is a pair of adjustable brake clamps, the jaws of which embrace both sides of the wood guides, enabling the operator to stop the cab anywhere and lock it.

Attached to the top frame of cab is a pair of automatic safety catches, to one end of which the steel hoisting cable is secured. These safety catches operate on the guides and automatically stop the cab in case the hoisting cable should break.

EASY TO OPERATE

To ascend, the operator, after balancing his own weight with the counterbalance weight, gets on cab, presses down on foot lever and gives the hand-rope a slight pull downward. When he has reached the required landing station he merely removes his foot from the foot lever, which applies the brakes, stops and positively locks the cab in this position until brakes are released by operator stepping on foot lever. To descend, pull hand-rope upward.

WHEN WRITING FOR PRICES give us the measurement from lowest to the highest floors between which you wish the Man-Lift to travel. Prices will be quoted on either steel or wood, as desired.

**We Manufacture Everything for the Elevator
from Pit to Cupola**

Let us quote on your requirements

Barnard & Leas Manufacturing Company

MILL BUILDERS AND MILL FURNISHERS

Established 1860

Moline, Illinois

GEARS

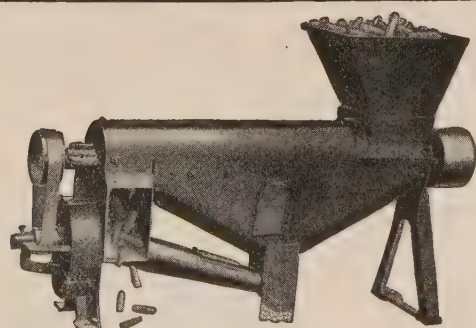
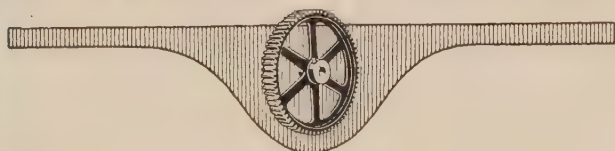
SMOOTH running; correct in design, accurate and true to pitch, Caldwell gears are bound to please you. We make all types—machine-molded, cut tooth, mortise gears, worm gears, etc. Learn more about Caldwell-Link-Belt Service.

Let us figure with you next time you are in the market.

H. W. CALDWELL & SON CO. LINK-BELT COMPANY OWNER

Dallas, Texas 709 Main Street.
Chicago, 17th Street and Western Ave.—New York, Woolworth Bldg

CALDWELL



Style A Triumph Corn Sheller

A GOOD SHELLER OF MODERATE CAPACITY

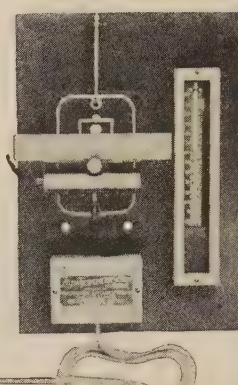
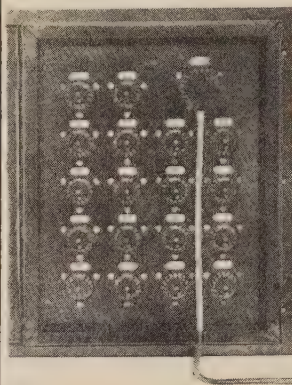
If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

THE C. O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio



The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Western Fire Appliance Works
542 S. Dearborn St. CHICAGO

A Few Zeleeny Installations

Cargill Grain Co.
Pillsbury Flour Mills
Bartlett Frazier Co.
Updike Grain Co.
Armour Grain Co.
Larabee Flour Mills
New Orleans Public Elevators
Maney Milling Co.
Buckeye Cotton Oil Co.
Red Star Milling Co.

WHAT DO YOU NEED?

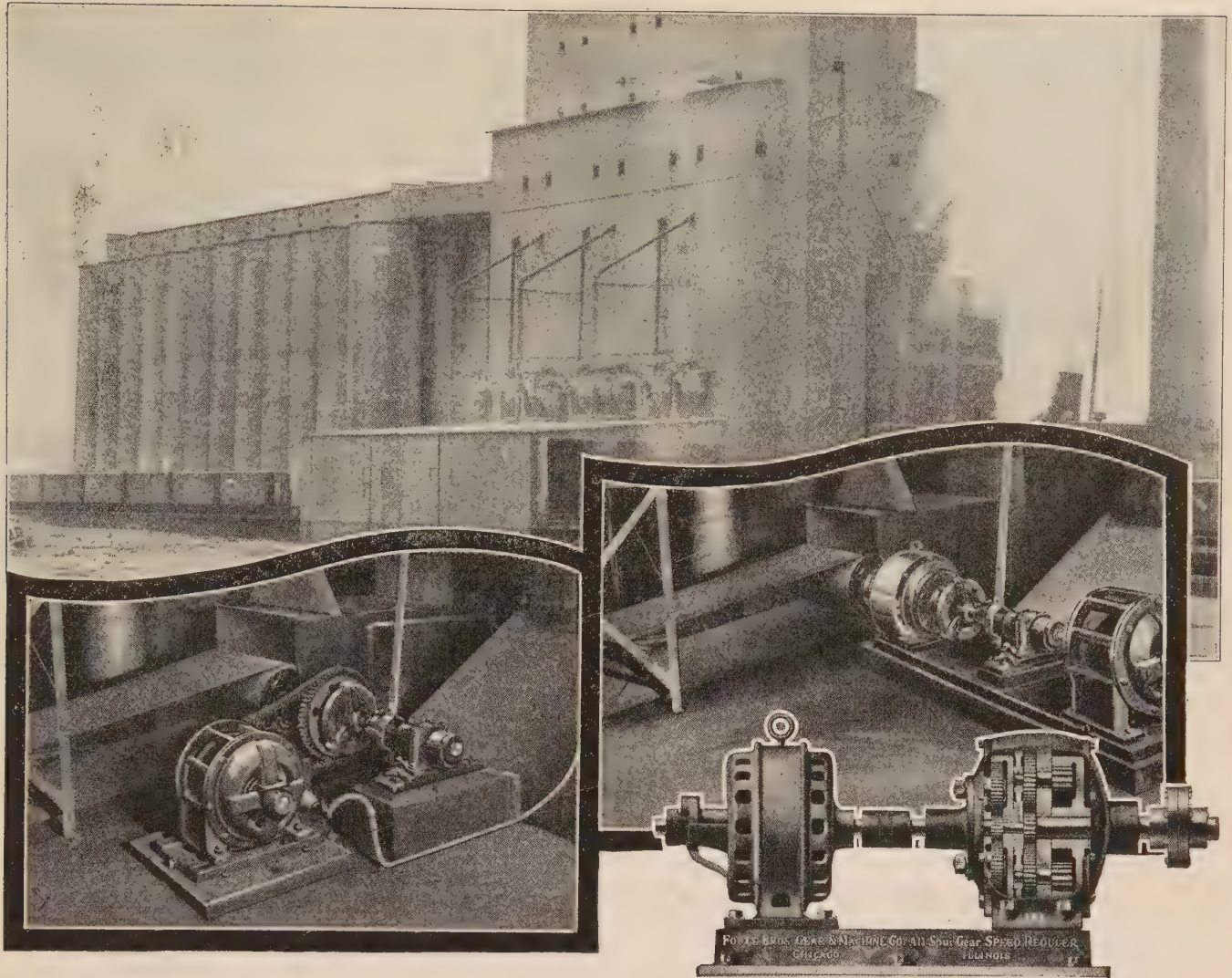
to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
Bearings { Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
Bin Thermometer	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	Oil Engine
Car Mover	Gas Engine
Car Puller	Motors
Car Seals	Power Shovel
Cleaner	Radio Equipment
Clover Huller	Railroad Claim Books
Coal Conveyor	Renewable Fuse
Corn Cracker	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	Siding-Roofing { Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago



Chain and sprockets, used to reduce speed of low speed motor operating belt conveyor.

Showing same operation. Foote Speed Reducer is used to reduce motor speed. A high speed motor is used.

Foote Speed Reducers

Easy to Install
Economize on Space
Deliver Power Efficiently
Many Years Dependable Service.
Safety to Workers
Protection against Fire and Explosion
Highest Type Engineering



How do you determine the best type of transmission for reducing the speed of electric motors operating elevator legs, conveyors, etc.

Is Your Installation Space Limited? *Foote Speed Reducers* are compact. They can be furnished to drive at either end or at top or bottom. They are set close to the motor.

Will Your Means of Transmission Be Subjected to Dirt, Dust or Grit? Dirt, dust and grit quickly wear out open gears, ropes, chains and belts. All working parts in *Foote Speed Reducers* are enclosed and protected. Their life is long.

Are Your Men Endangered Working Near Your Drives? *Foote Speed Reducers* are fool proof. Workers cannot get their fingers or clothes into moving parts. *Foote Speed Reducers* provide positive safety. They also eliminate fire and explosion hazard.

Do You Need All Possible Power from Your Motors? *Foote Speed Reducers* are entirely enclosed and all gears run in a bath of oil. End and side thrusts are eliminated and scientific engineering insures the delivery of maximum power.

Do You Require a Big Reduction? *Foote Speed Reducers* are made for motors of any horse power in ratios from 5 to 1 up to 500 to 1.

Are You in Doubt as to the Proper Drive to Install? Our Engineering Department will assist you in solving your speed reduction problems—no obligation to you.

Foote Bros. Gear & Machine Company

252-262 N. Curtis St.

Mfrs. of Rawhide and Bakelite Pinions and Cut Gears of All Kinds. Send for Catalog. Special Machinery Made to Order. Submit Your Blueprints.

Chicago, U. S. A.

J. R. Shays, Jr., 145 Greenwich St., New York City.

King & Knight, Underwood Bldg., San Francisco, Cal.



It's stray iron like this that causes grain dust explosions and fires

IT'S impossible to keep tramp iron out of grain. In its transportation from the field to the mill, bits of iron—and even large pieces—become mixed with it. At the mill, a piece of iron in the grinding machinery may throw off sparks; explosion—fire—loss of life, may be the result.

No, you can't keep iron out of grain, but you can keep iron out of grinders. Dings Magnetic Separators remove every particle of iron before it reaches the grinding machinery. Besides being much cheaper than hand

picking, the Dings way removes small particles of iron that hand pickers can't even see!

The hinges, bolts, nuts, springs, screws and other iron pieces shown in the illustration above were removed in one day by a Dings Separator installed in a flour mill—any one of the pieces had it not been removed might have meant destruction.

Ask for the bulletin that tells the story of how Dings Separators provide explosion "insurance" and save damage to bolting cloth and grinding machinery.

Dings Magnetic Separator Co.

666 Smith St., Milwaukee, Wis.



DINGS
Magnetic Separator Co. • Specialists in ~
Magnetic Separation

Branch Offices
NEW YORK: 52 Vanderbilt Ave.
DENVER: 1718 California St.
RICHMOND: 1905 E. Main St.
DETROIT: 805 Hammond Bldg.
CHICAGO: 624 S. Michigan Ave.
PITTSBURGH: 1522 Oliver Bldg.
CLEVELAND: 730 Engineers Bldg.
ST. LOUIS: 1004 Federal Reserve Bank Bldg.
EL PASO, TEXAS: First National Bank Bldg.
BIRMINGHAM: 848 Brown-Marx Bldg.
LOS ANGELES: San Fernando Bldg.
PORTLAND, ORE: Lewis Bldg.



A cyclone in the true sense of the word has force of air without any back draft.

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A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

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Grain Dealers Journal

309 So. La Salle St., CHICAGO, ILL.

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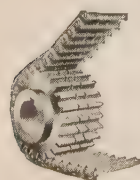
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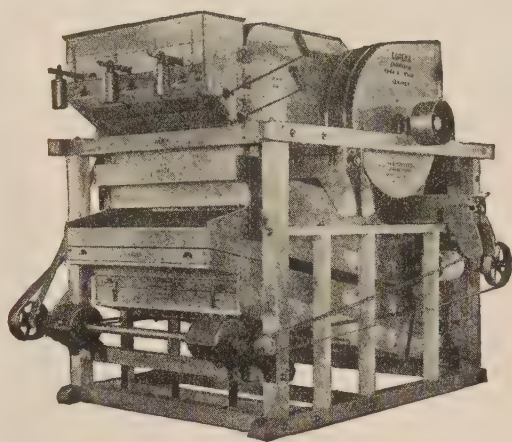
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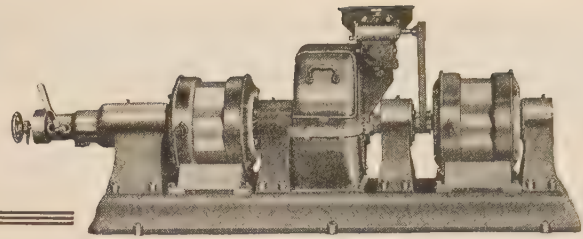
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Grain Dealers Journal

309 So. La Salle St.

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BALL BEARING
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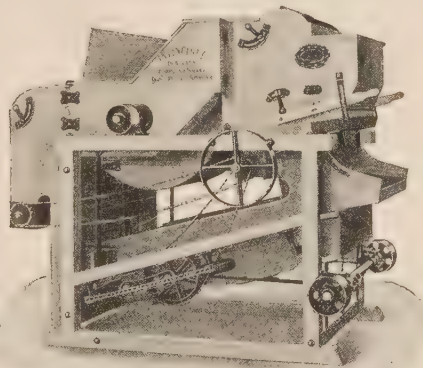
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This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

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A Reduced Cost of Handling Grain

makes the Best Elevator obtainable a profitable investment.

Ask for Suggestions on Saving Material, Power and Labor, before completing plans for your new elevator.

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When you put an Atlas under the wheels of a car there is never a question about moving it.

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JOBBER IN MILL AND ELEVATOR SUPPLIES

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We make plans and build up-to-date
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We build Modern Fireproof Grain Elevators,
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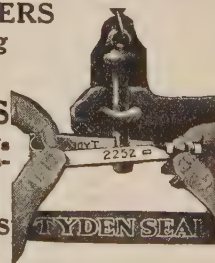
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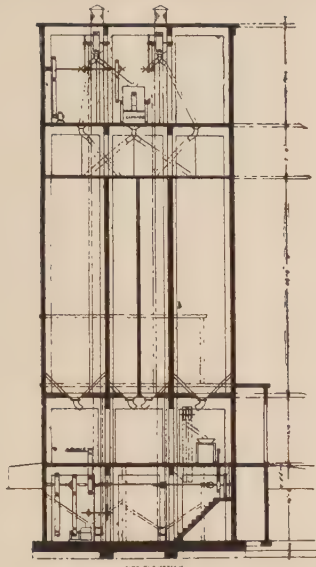
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The care and study put into the design and construction of each Reliance Elevator assures the greatest economy in operation. Design No. 1000, side elevation of which is shown above, is especially adapted to the needs of the dealer requiring not over 20,000 bu. capacity. Write for particulars.

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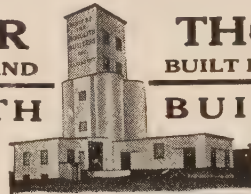
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Your Individual Needs
are respected when your elevator
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W. H. CRAMER CONSTRUCTION CO.
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Write for Details of Our System

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We have the most complete
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Put Your Name

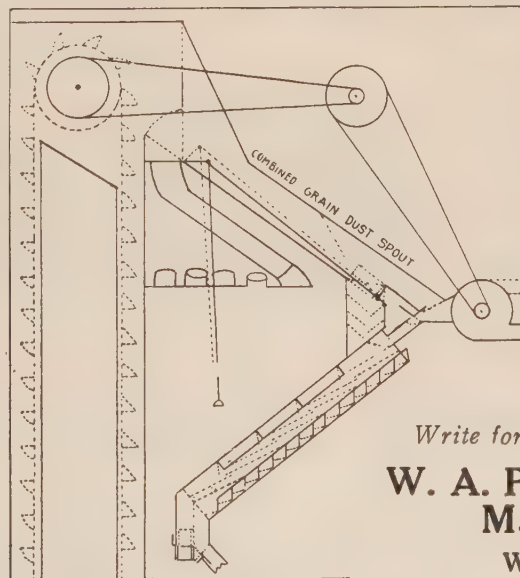
where every progressive
grain dealer will see it
and keep it there.

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Grain Dealers Journal
OF CHICAGO

New Cambria, Kan.—I like the Journal
and would not do without it.—E. M. Don-
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Grain Cleaner and Dust Collector**



not only cleans, scours
and conditions your
grain, but permits you
to keep your elevator
free from dust. The
fact that your grain
can be worked before
storing, with one eleva-
tion, and that the dust
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Cover's Dust Protector
Rubber Protector, \$2.00
Sent postpaid on receipt of
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The Most Modern Elevator in the World

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See them in operation and be convinced of their great saving in labor cost.

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GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

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FOR

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Monarch Built Elevators

assure you economical design, first class work,
efficient operation and **SATISFACTION**

Let us submit Designs and Prices

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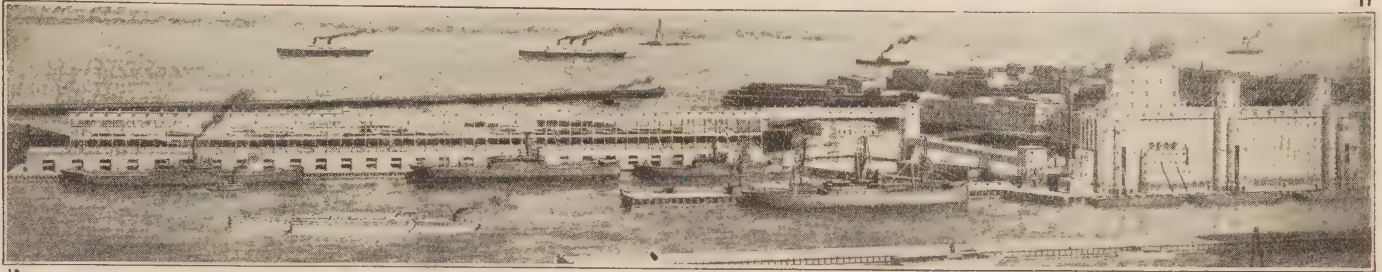
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CHECK
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Tables

New edition
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GRAIN DEALERS
JOURNAL
Chicago, Illinois

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We have associated with this organization men with practical operating experience as well as men with technical training and construction experience.

This insures economic and efficient design, resulting in low operating cost.

We will be pleased to furnish preliminary plans and estimates or to help out with operating difficulties.

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I do not want the Journal to stop as I
don't see how I could get along without it.
—W. G. Hall, Lincoln, Neb.

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GRINDERS**

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

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ST. CHARLES, MISSOURI

Manufacturers of Deisel Oil Engines for Mills and Elevators

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The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$2.75.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

When you see it in the
JOURNAL
help us by saying so

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

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Special

400 Squares

No. 26 Galvanized

Corrugated 8' 0"

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\$4.10 Per Square

This is all prime quality and can be $2\frac{1}{2}$ " or $1\frac{1}{4}$ " corrugations—immediate shipment from Chicago.

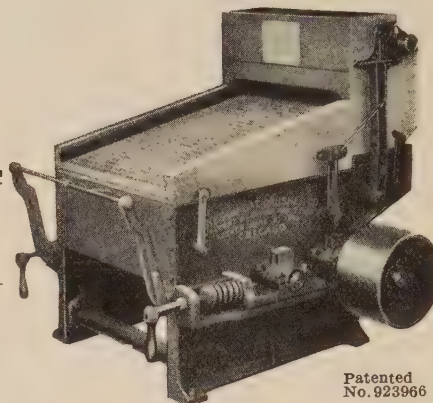
*Send for our Special Stock List
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2270 W. 58th Street,
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Cracked Corn

8000 pounds per hour
less than 2% meal
only 5 horse power



Patented
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It is being done every day
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You can prove it by trial—write for
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CHICAGO

UNIVERSAL Grain Code

Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is $4\frac{5}{8}$ x7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

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cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make car liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

THE KENNEDY CAR LINER & BAG CO.

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For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is $8\frac{1}{2}$ x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

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The rate for advertisements in this department is 25 cents per type line each insertion

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IOWA—22,000 bu. cap. Completely equipped Coal and feed business in connection. Address 49C24 Grain Dealers Journal, Chicago.

INDIANA—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

N. E. NEBR.—Elevator and coal business. Cap. 20,000 bu. Good condition; large territory. Station handles 300,000 bu. Address 49Z13 Grain Dealers Journal, Chicago, Ill.

NO. CENTRAL INDIANA elevator of 25,000 bu. capacity for sale; located on P. C. C. & St. L. in good corn and oats belt. Address 49Z24 Grain Dealers Journal, Chicago, Ill.

WISCONSIN—125,000 bu. concrete elevator, electric power, grain cleaning machy.; dairy feed, clover seed and coal trade. Bargain. Address A. J. Pick, West Bend, Wis.

KANSAS—6000 bu. elevator, 100 miles from Kansas City in good farming and feeding district. Good machinery. This is a real bargain, priced for less than machinery would cost. Address Roy E. Smith, El Dorado, Kans.

COLORADO—Terminal elevator at Denver. Everything new and up to date. Owing to sickness will sell for about one-third of replacement cost. Terms to responsible party. You can't afford to pass this up. Address 49Z6 Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Elevator and feed rooms on private grounds for sale. 190,000 bu. annually; on main line C. B. & Q. R. R. Large cash feed trade. A money maker. Want to retire on account of my age and health. Westley Thompson, Monmouth, Ill.

TEXAS elevator for sale—13,000 bu. capacity, equipped with 15 H. P. motor, wheat cleaner, oat clipper, feed grinder, 2,000 bu. Richardson Automatic scale, Fairbank wagon scale, office etc. Good location for wholesale and retail grain business. Price \$7,500. Address T L. Hughston, Crowell, Texas.

INDIANA—50,000 bus. cribbed elevator in Northwestern Indiana in fertile Kankakee Valley. Elevator is iron clad, fully equipped with dryer and cleaning machinery. One of the best elevators in Indiana. One competitor. Will sell worth the money to settle estate. Address 49Z17 Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE OR TRADE.

FOR SALE OR TRADE for good farm, an 80,000 bushel elevator in town of 2000 with two banks, high school, two lumber yards, Protestant churches. Station will handle 600,000 bushels. Elevator is cribbed with four dumps and two stands of elevators, hopper scales. Electric power with full line of machinery. Office fully equipped. C. A. Burks, Decatur, Ill.

HERE IS what one advertiser in our "Elevators For Sale" columns writes us shortly after the third insertion of his ad: "I wish to tell you that my ad in your Journal is the first time I ever tried to find a buyer for anything I had for sale in my life. The old saying 'It pays to advertise' is certainly true. I have several good parties lined up from the many inquiries through my ad in your paper."

ELEVATORS WANTED.

WANTED elevator in Iowa or Illinois. To buy or lease. Address 49Y3, Grain Dealers Journal, Chicago, Ill.

FOR TRADE FOR ELEVATOR—Three-story three apt. flat building, solid brick. South Chicago. Value \$9,000, Inc. \$3,000. E. A. White, 125 Van Buren St., Terre Haute, Ind.

WANTED to rent with privilege of buying or to buy interest in good grain elevator. Experienced. Address Milt Hammond, 1337 East 85th St., Cleveland, Ohio.

GOOD N. W. IOWA farm located 20 rods from elevator to trade for 2 or 3 elevators showing good business. Address 49Z27, Grain Dealers Journal, Chicago, Ill.

WANTED TO RENT—Grain elevator not over 300 miles from Chicago, with privilege of purchasing if suited. Give full details and competition. Address 49Z15 Grain Dealers Journal, Chicago, Ill.

WANTED—Elevator in good town showing good business. No objection to side lines. Give full description, location and lowest cash price in first letter. Address Box 266, Lee's Summit, Mo.

ELEVATOR & MILL FOR SALE

FOR SALE—200 brl. cement block flour mill with elevator in connection, fully equipped with modern machinery, in first class spring wheat district. Splendid water supply. 50,000 bu. of wheat gristed last season locally for farmers. Radisson Mfg. Co., Ltd., Radisson, Saskatchewan, Canada.

MILL FOR SALE.

MODERN 100 BARREL MILL; Basin, Wyoming. Plenty of wheat; large territory; feed mill in connection; cheap power. Address T. K. Bishop, Secretary, Big Horn Milling Company, Basin, Wyoming.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

JAMES M. MAGUIRE.
432 Postal Tel. Bldg., Chicago, Ill.

WE HAVE a number of buyers for Country and City elevators; also Flour and Feed mills. List your property with us for quick sale or exchange.

PAUL PLOTZ & CO.,
70 W. Monroe St., Chicago, Ill.

CLAYBAUGH-McCOMAS
Offices
Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade
If you want to buy, sell or trade an elevator write us at either address.

BUSINESS OPPORTUNITIES.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

THE SMALL EXPENSE incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

NEW YORK—The most up to date Feed and Coal plant in Orange County for sale. 170 ft. Private switch, stores 31 cars grain and feed. I am 69 years old and want to quit. Address W. P. Thompson, Goshen, N. Y.

GRAIN, lumber, feed, coal, building material, etc., business for sale with real estate. All on private grounds. Building in A1 condition. 30 miles west of Chicago, Ill. Address E. H. Franzen, Cloverdale, Ill.

ILLINOIS—Our entire grain and feed business for sale. Also all buildings such as elevator, feed rooms, garage, feed mill shed, corn cribs, hay sheds and office. This is a bargain. If interested write us. Burnside Lumber Co., Burnside, Hancock County, Illinois.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

STOP! READ! THINK! This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

OFFICE APPLIANCES. WANTED.

WANTED a small safe for valuable papers and books. Address C. A. Wooster, Gessie, Ind.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

SITUATIONS WANTED.

COMPETENT MAN with five years' experience desires position as manager of elevator. Address 49W21 Grain Dealers Journal, Chicago.

BOOKKEEPER OR MANAGER of country elevator situation wanted. At liberty to come at once. L. W., Box 446, Osakis, Minn.

WANTED position as manager country elevator. 15 years' experience. Understand gas and steam power. Do all kinds repairs. A1 ref. 49Y7, Grain Dealers Journal, Chicago.

WANTED—Position as manager country station, Line or Farmers. 10 years' experience. A1 references. Can come on short notice. Address 49Y11 Grain Dealers Journal, Chicago, Ill.

WANTED—Position by man with 20 years' experience as manager of country grain and lumber stations. Will give reference and bond. 49X6 Grain Dealers Journal, Chicago, Ill.

MANAGER with 10 years' experience in grain, hay, coal, hardware and feed milling, desires position with Farmers or Line Elevator. Address 49W22 Grain Dealers Journal, Chicago.

EXPERIENCED man desires position in an elevator and lumber yard; steam or electric power. Can do all repair work on machinery and carpenter work. Best of references. Address 49Z11 Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager of Farmers or Independent elevator in a good grain country, Illinois preferred. 20 years' experience and can give good reference. Address 49W23 Grain Dealers Journal, Chicago.

WANTED—Position by experienced grain and feed man. Twenty years' experience at terminal markets. Now employed as head of department. Best of reasons for change. Address 49Z5 Grain Dealers Journal, Chicago, Ill.

POSITION WANTED JANUARY FIRST BY A MAN thoroughly experienced in the management of a commission, merchandising and terminal elevator business. A go-getter who has a wide acquaintance and can produce results. Address 49X23 Grain Dealers Journal, Chicago.

TERMINAL ELEVATOR MAN, college graduate, forty-one years old, 16 years' experience in all phases of grain business, domestic and export, would consider change with responsible concern. Now employed as assistant manager large terminal elevator. Address 49Z20, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

GRAIN MAN with twenty years' experience wants position as manager for line of elevators or elevator, situated in good town. Forty-five years old, Christian and have never failed to make my employer money. If needing a man, will pay you to investigate. Box 778, Clovis, New Mexico.

EXPERIENCED MAN wants good, responsible position about Feb. 1st in good thriving country elevator or with good Commission Co., preferably in Ind., Ill., or Ohio. High school training, experience as book-keeper and manager with several good grain firms. 29 years old. A1 references. Address 49Z21 Grain Dealers Journal, Chicago, Ill.

WANTED position by young man as manager in grain elevator or flour mill. College graduate, expert book-keeper, 16 years' experience as manager of large country elevator together with coal and lumber yard and 3 years manager of small flour mill. Have small family, no bad habits, live wire and can handle men. A1 references. Would lease an elevator or go in partnership. Make me an offer. Will tackle any kind of position in grain or milling trade. Address 49Z22 Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—Experienced traveling feed salesman. Diamond Mills, Evansville, Ind.

WANTED—Manager of farmers elevator for the Monroeville Equity Union Exchange, Monroeville, Ind. Man acquainted with Illinois, Indiana or Ohio conditions preferred. Address C. R. Spaulding, Sec'y, Monroeville, Ind.

AN IOWA elevator company used a six line advertisement in the "Help Wanted" column of the Journal in one issue. They write as follows: "You sure did earn your money. We had only 88 applications for the place."

DYNAMOS—MOTORS.

SLIP RING MOTORS.

3 Phase—60 Cycle.

50 H.P. G. E. 2300 Volts—1160/1200 R.P.M.

75 H.P. G. E. 220 Volts—870/900 R.P.M.

75 H.P. G. E. 440 Volts—870/900 R.P.M.

100 H.P. Wagner 440 Volts—858/600 R.P.M.

150 H.P. G. E. 440 Volts—580/600 R.P.M.

Complete with Rails, Pulley and Starter; in first class condition. Immediate shipment.

ARTHUR S. PARTRIDGE,
415 Pine St., St. Louis, Mo.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

BOILER WANTED.

WANTED a good second-hand horizontal tubular boiler; 60 h.p. Write for particulars. A. C. Kaiser Company, Homer, Ill.

OIL & GAS ENGINES FOR SALE

15 H. P. INTERNATIONAL gasoline engine for sale. Reason for selling, installing motor. WHISLER GRAIN & FEED COMPANY, Hillsboro, Ohio.

FOR SALE—One 25 h. p. Witte Kerosene engine. One 14 inch roll feed mill, used 30 days. Beachler Mill & Elevator Company, Reynolds, Nebr.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

TRANSMISSION ROPE.

FOR SALE—600 ft. 1" used transmission rope cheap. Address Midway Elevator, Colfax, Ind.

ADDRESS WANTED.

ADDRESS wanted of Lindley C. Binford, formerly in grain business at Haviland, Kansas. Last known address Topeka, Kans. Address 49T20, Grain Dealers Journal, Chicago, Ill.

BARGAIN SALE ON SHELF-WORN BOOKS.

The Miller's Ready Reckoner, compiled by D. J. Hayes. This book shows at a glance the cost of flour per barrel in equivalent price in 100 kilos or 280 lbs. at any price of wheat from 40-1.00c and any yield from 4 bu. and 18 lbs. to 5 bus. Price for "bargain" copy, 75c prepaid.

Weighing Grain, by Fred P. Miller. This book is designed for the weighing of grain in car lots without hopper or platform scales, to which is added miscellaneous information, such as ascertaining number of bushels of small grain and ear corn in wagon beds, granaries, cribs, etc. Will sell this soiled copy for 90c prepaid.

Davis Corn Table for Corn and Rye. This table is applicable to 56 and 70 lb. corn and reduces pounds to dollars from 10 lbs. to 5600 lbs. by 10 lb. breaks and to 60,000 in larger breaks, from 10-49c. At the end of the book are six pages for buying corn at 72, 75 and 80 lbs. to the bus. Will send this soiled copy for \$1.00 plus postage. (Weight 2 lbs.)

One copy Plans of Elevators, containing the most vital problems confronting the prospective elevator builder in the selection of a house properly constructed to meet the requirements of his business. Corn crib construction, cob burners, scale pits, dust collecting systems, seed handling plants, bleaching towers, belt conveyors and grain elevator offices. This edition contains 500 pages, 94 of which are descriptive matter. Price \$3.00; for this soiled copy sale price but \$2.50. Order "Plans of Grain Elevators, Special."

Two Wagon Loads Received books extensively used in recording wagon loads of grain received from farmer patrons. Form No. 380 "special" contains 160 pages of Linen Ledger paper, 20 lines to the page, thus accommodating 3200 wagon loads. Well bound in cloth with Keratol back and corners. Will sell for \$2.00 not including carriage charges. Form No. 381 "special" same as No. 380 "special" except it is check bound and printed on not quite as good paper for \$1.75 plus carriage charges. (Weight 3 pounds.)

Gold Bricks of Speculation, a study of speculation and its counterfeits and an exposé of the methods of bucketshop and "Get-Rich-Quick" swindles. This book contains chapters on Bucketshops; Methods; and the Bucketshopper; The E. S. Dean swindle; History of the Franklin Syndicate; Advance Information Buros and Brokers; Advisory and Discretionary Brokers; Pools, Syndicates, Combinations, etc.; Floating the Stock of Corporations; Turf Swindles, or "Playing the Races" and Book-making by Proxy; Fake Trade Journals; The "Sucker" List; The "Fake" Mercantile Agency; "Fake" Banks and Bankers and How References Are Sold; The "Convenient" Stock Exchange; General Ignorance of Exchange Methods; Commercial Exchanges; Chicago's Growth as a Grain, Provision and Seed Market; "Futures"; Speculation; Speculation vs. Gambling; Produce and Cotton Exchanges in Their Own Defense; Market Quotations, their uses and abuses; The Duties of Exchanges; Press, Banks, and of the Government. We have four of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. (Weight four pounds.) Order "Gold Bricks of Speculation, special."

GRAIN DEALERS JOURNAL,
309 South La Salle St., Chicago, Ill.

SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11", \$1.80. Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. La Salle St., Chicago, Ill.

SEED GRAIN FOR SALE.

FOR SALE—The best dependable varieties Seed Corn, Oats and Barley. Car loads or less. Allen Joslin, Holstein, Iowa.

GRAIN WANTED.

WE ARE in the market for Black or Black Mixed Oats, car lots. Send samples—quote prices. P. M. Wendt & Co., Dieterich, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

MACHINES WANTED.

WANTED—Good grain cleaner that will clean wheat taking out barley, oats and weed seed; also clean barley and oats. Capable of handling 200 or 300 bu. per hour. Address Idaho Grain Co., Soda Springs, Ida.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

SCALES FOR SALE.

FOR SALE—Richardson Automatic Sacking scale for sacking corn, wheat, oats, corn chops, chick feed, etc. W. C. Bailey & Son, Sunderland Bldg., Omaha, Nebr.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

MACHINES FOR SALE.

FOR SALE—No. O. B. & L. combined sheller and cleaner, good as new. Price reasonable. Address Box 103, Bloomington, Ill.

DURABLE WIRE ROPE for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

PULLEYS—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

ATTRITION MILLS.

One 36" with 50 H.P. motors.
One 30" with 40 H.P. motors.
3 phase, 25 cycle, 220 or 440 volt, complete with starters. These mills used less than 90 days and carry manufacturers' guaranty. Will take smaller mills in trade. Address 4923 Grain Dealers Journal, Chicago, Ill.

FOR SALE.

1 Singer bag patching machine.
1 Hopper Automatic scale, 5 bushel cap.
1—9 H.P. gas engine.
1 set Brown Portable piling and conveying machine.
1 lot miscellaneous filing cases.
500,000 sample grain envelopes, 25c on the dollar.

Diamond Mills, Evansville, Ind.

REAL BARGAINS.

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.

Chicago, Ill

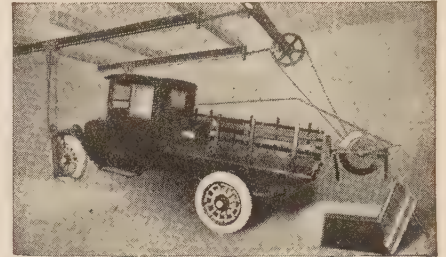
WOOL WANTED.

ELEVATOR OPERATORS who have wool to ship will find it to their advantage to tell the 6700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

RADIO EQUIPMENT.

"THE MARKET REPORTER" is our special Radio Receiver for the Grain & Live Stock Trade. The REASON it's better will be sent on your inquiry to Rokay Electric Co., Ingomar, Ohio.

EVERY ADVERTISER who has once used our columns invariably finds our pages then and at a later date of service.



The McMillin Wagon and Truck Dump

Designed especially for long and short coupled wagons and trucks of any size. Can dump into one dump door regardless of the length of vehicle. By extending the overhead track can dump into any number of dump doors with the one device, and operate the same when standing by the door being dumped into.

The bevel friction winch gives full control when either lifting or lowering vehicles.

All parts in plain view. No openings required in driveway floor excepting dump doors.

Can be operated by hand or power.

Substantially built. Positive in operation and Speedy.

SATISFACTION GUARANTEED

Address

L. J. McMillin

525 Board of Trade Bldg., Indianapolis, Ind.

Are You Equipped to Win Success?

Here is your opportunity to insure against embarrassing errors in spelling, pronunciation, and poor choice of words. Know the meaning of puzzling war terms. Increase your efficiency, which results in power and success.

WEBSTER'S NEW INTERNATIONAL

DICTIONARY is an all-knowing teacher, a universal question answerer, made to meet your needs. It is in daily use by hundreds of thousands of successful men and women the world over.

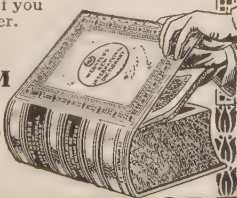
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REGULAR and INDIA-PAPER Editions.

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Randolph Grain Driers

DIRECT HEAT OR STEAM

CONTINUOUS FLOW

MADE IN ALL SIZES

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PHONE

O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

HALL SPECIAL ELEVATOR LEG

is guaranteed to operate continuously without chokes; with a maximum of buckets on the belt, and every one of the greatest capacity, ascending chock full, with all grain discharged into the Distributor, and all distributed into the proper bin, without waste or mixing. And it operates automatically.



HALL SIGNALING GRAIN DISTRIBUTOR

This Distributor is getting more popular every day, because every day the demand for efficiency, accuracy and economy increases. When you consider the preservation of the grades of grain, the convenience in handling it, without loss or mixing, and the durability of the device, its increasing popularity is readily accounted for. You should have one installed by all means, as early as possible.

Hall Distributor Company, 222 Sunderland Building, Omaha, Nebr.

SEEDS FOR SALE—WANTED

SEEDS FOR SALE—WANTED

GOLDEN OR GERMAN MILLET FOR SALE—We have two cars of millet of the German variety for the market. Samples on request. D. E. Clark & Son, Galt, Mo.

Can't get along without the Grain Dealers Journal.—J. A. Gille, Philo, Ill.

Schisler-Corneli Seed Co.
Buyers and Sellers
All Kinds of Field Seeds
St. Louis, Mo.

**ALFALFA
TIMOTHY RED TOP**
Agricultural Seed Company
Main & O'Fallon Sts. St. Louis, Mo

MINNEAPOLIS SEED COMPANY

MINNEAPOLIS, MINN.
WE ARE BUYERS AND SELLERS
TIMOTHY—CLOVERS—MILLETS
Grass Seeds and Seed Grains

Send samples for bids

Ask for samples and prices

We Buy:—
Timothy
Red Clover
Alsike Clover
Sweet Clover
Millets

Special Varieties Seed Grain

Sample Bags Furnished Free
NORTHROP, KING & CO.
MINNEAPOLIS — MINN.

THE
ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices
Mail Samples for Bids

Crabbs Reynolds Taylor Company
CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

Field and Grass
Seed Trade Directory

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Buffington & Co., John J., field seeds.
Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.
Rudy-Patrick Seed Co., field seed merchants.
Tobin Seed Co., alfalfa—bluegrass.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., seed merchants.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., seed merchants.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. LOUIS, MO.

Agricultural Seed Co., cow peas.
Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bus. State.....

Use Universal Grain Code.

HAY WANTED.



SEEDS FOR SALE—WANTED

LOUISVILLE SEED COMPANY

Incorporated
Louisville, Ky.

Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

OUREN SEED CO.

Council Bluffs, Iowa

Buy and Sell Red, White and Alsike
Clovers, White and Yellow Blossom
Sweet Clover, Alfalfa, Red Top, Blue
Grass and all Seed Grains



1877 **PITTMAN & HARRISON CO.** SHERMAN, TEXAS. **Brand**

Want Buckwheat, Gluten Meal, Linseed Meal, Sunflower Seed, for our Poultry Feeds. Want Hickory King Corn.

We offer Sudan Grass Seed, Sorghum Seed, Johnson Grass Seed. What will you do about it?

Texas Red
Rust Proof Oats **PITTMAN & HARRISON CO. SHERMAN, TEXAS.** **Established 1877.**

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

HENRY HIRSCH

Wholesale Field Seeds

Clover—Alsike—Timothy—Alfalfa

Our Specialty

All Other Field Seeds

Toledo - - Ohio

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited Send us your samples
TOLEDO, OHIO

J. G. PEPPARD SEED COMPANY

Buyers **SEEDS** Sellers

Correspondence Invited

Kansas City, Mo

COURTEEN SEED CO.

Milwaukee,
Wisconsin

Clover, Timothy, Grass Seed
Grain Bags

North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS

Milwaukee, Wisc.

"THE HOUSE OF QUALITY"



CRAWFORDSVILLE SEED CO. FIELD SEEDS

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
Car Lots and Less
Grass and Field Seeds

John J. Buffington & Co.

BALTIMORE, MD.

The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

Cincinnati - - - Ohio

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder
Seeds, Sudan Grass, Soy Beans, Cow Peas

First and Victor Streets

St. Louis, Missouri

L. Teweles Seed Co.

MILWAUKEE, WIS.

Grass and Field Seeds

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

IMPORTERS EXPORTERS

GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover,
Alsike, Alfalfa, White Clover, etc.

NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

The S. W. Flower Co.

Wholesale

FIELD SEED

Merchants

Specialties

Red Clover, Timothy

Alsike

TOLEDO
OHIO

SEED

*We Buy
and Sell
all Varieties
of Grass
and Field
Seeds*

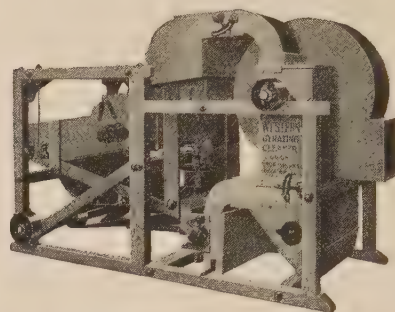
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If You Want GRAIN ELEVATOR MACHINERY Shellers and Cleaners



**We
Have
The**



WESTERN LINE

Let us figure on your requirements

Write for Catalog No. 27

Union Iron Works - Decatur, Illinois

Manufacturers Complete Line of Elevator Equipments

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

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Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

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Form 51 duplicating, size 5 $\frac{1}{2}$ x13 $\frac{3}{4}$ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Grosslbs., Tarelbs., Netlbs. Net, bus., \$. Due to or order, Weigher.

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309 So. La Salle St.

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We are prompted in expressing to our customers and friends our appreciation for their Good Will and for the full measure of their contribution to our continuous and uninterrupted success during the Fifty years we have been serving the Milling and Grain Handling Industries in wishing them the Season's Greeting:—

"A Full Measure of Christmas Joy

and a

Happy, Successful and Prosperous
New Year"

In acknowledgment thereof, we pledge renewed devotion and, if possible, a more unselfish service in their behalf in the years to come.

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GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

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Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6,500 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2 1/4 lbs.

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GRAIN DEALERS JOURNAL

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thrift, economy and ambition.
Always remember that
success in life is not in
holding a good hand but in
playing a poor hand well.*

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ST. LOUIS

GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 25, 1922

Greetings!

In extending our Yuletide Greetings to our own many readers and patrons we sincerely hope that the new year may safeguard all the good things 1922 brot to you and bring all the wished for blessings which 1922 failed to bring you.

SELLING GRAIN at distant points without being able to weigh it accurately before loading is courting disaster with a persistence that is sure to win.

MANY SHIPPERS have turned certain profits into losses by selling grain for early delivery track when they were not sure of obtaining cars needed to fulfill their contract.

HANDLING grain in sacks has long been the practice of dealers on the Pacific Coast. Statistics reported by representatives of the Dept. of Agri. show that the cost of handling sacked grain is twelve times more expensive than by bulk. Those dealers still engaged in the sacked grain business should peruse carefully the article elsewhere in this number.

IN CLOSING the forty-ninth volume of the Journal, we wish to thank our many friends and contributors for their many kind words of appreciation, their assistance and encouragement, and to remind them that our advertising patrons make possible their getting the information for a pittance. We hope to serve both to their advantage and profit for many years to come.

CODDLING the farmer with class legislation and special credits may encourage and assist him in greater production, but any additional surplus grain added to the surplus he already produces will depress the price enough to more than offset all the advantages of governmental favoritism. The politicians have always made a mess of every attempt to interfere with economic laws.

CARRIERS have suffered much at the hands of the Railroad Labor Board. The Board's latest move is to prohibit the farming out of repair work on railroads. A supply company which had been doing that work at a saving in real money to both the railroad and shippers has brot suit to have the ruling of the labor board nullified so that it can continue the work. More power to the supply company.

STRAW VOTES, so-called, which are supposed to be taken by the members of the Agricultural Block have no value in reflecting the true sentiment of any section or class because the shrewd politicians so word their questionnaires as to get replies favorable to their own convictions from a majority of those who will take time to reply. This device is just another instrument for misleading the farmers.

COUNTLESS votes will be lost to Congressmen who defeated the Free Seeds Bill in the House of Representatives, Dec. 21. The flat dwellers of the large cities will not vote for their favorite Congressmen if they do not receive free seeds with which to plant their window boxes or feed pet parrots. Other uses will no doubt be made of taxpayers' money to offset the saving of \$360,000 effected by the bill's failure of passage.

STORING grain for farmers is poor business policy. Besides the usual arguments against it, that it ties up the shipper's storage space, leads to speculation and is unfair competition there is now added the possibility that the owners of stored wheat may file bankruptcy proceedings against the warehouseman even tho he owes them no cash, as reported elsewhere in this number in the case of the Boulder Milling & Elevator Co.

THE GOVERNMENT'S final report on the crops of 1922 was so much greater than the trade had been led to expect from previous reports that dealers were at once disgusted and discouraged. It would seem that with the great amount of crop collecting machinery in its hands the government could collect information that could be depended upon, but each year the work of the department brings disappointments and losses in the wake of its reports.

"J. W. TAYLOR, Jr.," is the name of a light complexioned, blue-eyed, and well dressed young man with reddish blond hair, who claims to be representing the firm of "J. W. Taylor & Co., of Kansas City." All he wants is to have you endorse under his signature on a little slip of paper so that he can get money at your bank. When the draft comes back marked "not found," Mr. Taylor has departed for parts unknown. Some St. Louis receivers would like very much to meet the gentleman again. A few insist that he is a very cheap crook. *Look out!*

LEGISLATION in each of the grain states is "demanded" by the pres. of the U. S. Grain Growers, Inc., to force the exchanges to admit organized farmers to membership. The pres. misrepresents. What he really demands is that producer owned companies be admitted without complying with the rules that all other members are required to follow. He demands that the farmer be a privileged character on the Board of Trade, that the rate of commission paid by a farmer who is a member of his organization be less than the commission paid by a farmer who is not a member of his Grain Growers, Inc. He wants to use the Exchanges to increase the membership in his organization, just as the United Mine Workers of America use the "check-off" to increase the paper membership in their union.

AN OLD well known grain firm of Cincinnati which failed recently credits its failure to the prolonged car shortage which virtually put it out of business. Many others have suffered great loss and been inconvenienced by their inability to get cars and as is pointed out by the secretary of the Northwest Grain Shippers Ass'n., in this number, many farmers were forced to sacrifice grain taken to town because all storage facilities were full to the bursting point. When the railroads are relieved of a lot of the superfluous governmental interference with their business they will soon get in a much stronger position to serve the public well. The lawmakers have so little practical experience with rail transportation problems that they simply increase the difficulties of the transportation companies and make matters worse, with the natural result that all citizens suffer.

SOUTHEASTERN buyers of oats have been victimized for many years past by the addition of worthless trash to grain bought as oats. This practice by the sellers will have to stop if the decision of the U. S. District Court reported elsewhere in the Journal is enforced. Operators of elevators in the pathway of the oats from the Northwest to the Southeast under the decision still retain the privilege of shipping wild oats, weed seeds, chaff and dust, provided the wild oats were in the crop as harvested. If the adulterant existed in the field, the shipment of the mixture is permissible. But the grain elevator operator who perfectly counterfeits the natural mixture by adding the adulterant violates the law, altho the two shipments present the same appearance, and are in fact identical. The law allows the farmer to deliberately or carelessly grow a crop mixture of oats and weeds, without penalty. It is a flattering recognition by the government that the grain buyer is such a clever fellow he needs no protection by law against the careless farmer. The government, however, intends to protect the farmer in the Southeast buying oats for his work horses from the wiles of the grain dealer who duplicates the mixture grown by the careless farmer. It is up the Buro of Chemistry, finding a sample with much wild oats, to prove that they were put there by the grain dealer and not by the farmer. If the worthless trash was put there by the farmer the transaction is O. K.

OUR CONSTITUTION was carefully drawn up to give us the maximum personal liberty of the individual consistent with orderly government; yet it is proposed to make it easier to amend this guaranty of our freedom.

IT IS A DULL day in Washington when the farm bloc does not propose some new impractical class legislation and if Senator Capper finds it difficult to present the new bill in person then he immediately gets in the limelight by endorsing every word of it in the public press. It seems ridiculous that the business of the entire nation should be sacrificed to the personal whims and ambitions of a small band of radicals. But so long as we persist in electing two penny men to Congress we must expect small results.

SHIP SUBSIDY is the logical outcome of Congressional yielding to organized labor in enacting a law requiring American ships to be over-officered and over-manned, so that the monthly labor cost of an American vessel is raised to \$3,600, against \$1,300 for the British, \$1,180 for the German and \$1,000 for the Japanese, which artificial condition must be adjusted by subsidy. Supremacy on the seas is a matter of life or death to the island empires of Britain and Japan, which it is not to the continental United States, and the United States is embarking in a hopeless contest for a supremacy that is worth nothing to us and indispensable to the island nations.

THE ANTHRACITE tax case decision by the United States Supreme Court, sustaining the right of Pennsylvania to levy a tax per ton on all hard coal mined, even tho most of the coal is shipped out of the state, is a gratifying return to first principles that if carried to its logical conclusion will reverse the decision of the lower federal courts in the North Dakota grain grading and margin suit. The parties to the North Dakota suit were the attorney general of the state and the Farmers' Grain Co. of Embden. The federal court held the state law an unconstitutional regulation of interstate commerce, because "most of the grain is shipped out of the state." The Supreme Court of the United States virtually, in the anthracite case, declares such reason to be invalid. Common sense would agree with the Supreme Court, and leads to the inevitable conclusion that the purchase of grain at a country elevator is not an interstate transaction until the grain crosses the state line. In other words, the centralized federal authority at Washington has no power to regulate the buying margins on grain at interior country stations, and must concede this authority, if any, to the states. The grain dealers of North Dakota who are resisting the newer enactment on margins will do well to abandon the interstate line of attack and defeat this unjust measure by concentrating on the principle that fixing the margin of profit to be taken on grain is a "taking of property without due process of law" in violation of that clause of our constitution. No business that is so subject to free competition as buying grain needs any state limitation of margins. The buyers need education on the high cost of doing business where the volume of grain is small.

The Grain Business of 1922.

While the grain business of the year just closing has been far from satisfactory it has been much better than the heartrending struggle of the years immediately preceding.

Failures have been few and suicides have reached zero. As compared with 1921 and 1920 it has been a splendid year and the prospects heralded by different sections of the grain trade indicate a strong faith in the rapid improvement of business conditions.

Our production of grain and field seeds during the last three years has averaged over five billion bushels, while back in the nineties we produced around three and one-half billion bushels.

Our grain exports have not increased in proportion to our increased production. They have grown materially and our domestic grain trade has increased marvelously.

So many firms have retired from the grain business during the last three years it should be much easier for the experienced men remaining in the business to win their old time success. Some of the old firms still in the business may have been badly crippled, but with a normal business again all will soon get back on their feet.

Resolutions for the New Year.

The annual statement of many country shippers will give emphatic proof of the pressing need of many changes in their methods of doing business. Every elevator operator who reviews the bad practices of the year which he easily recognizes will resolve to himself to steer clear of the snags, sandbars and whirlpools, but unless he is possessed of a very strong will we know he will be drawn in again and again.

Any grain merchant who will look over the records of his year's business will be reminded of many rough places in the road which he could have avoided and it is his duty to his business to refresh his memory occasionally with these sad experiences in order that he may avoid being caught again in the Rapids of Poor Judgment. In starting business for the new year Grain Dealers should begin next week by turning over a number of new leaves and nailing them down.

To start with every dealer owes it to himself to be friendly with competitors as well as with prospective customers.

Inspect receiving and shipping scales carefully and frequently. Make sure that your own measures are not working against you.

Repair spouts and bins so as to prevent leaks and mixing.

Buy grain as you must sell it, by grade.

Post prices for grain which you can afford to pay. Never overbid your posted prices or the prices of your competitors. When you do, you will immediately cast suspicion upon your posted prices and your motives.

Cooper all cars carefully; inspect them before and after loading in the hope that the grain you bill out may reach destination.

Avoid making overdrafts as an overdraft convinces the receiver you have no confidence in his responsibility or integrity.

Support the trade organizations and thereby

help to improve trade methods, practices and conditions.

Read the Grain Dealers Journal regularly and thereby profit by the earnest work being done by its editorial staff to help you to safer methods and surer profits.

Many Bills for Farmers' Credit Relief.

So many bills for credit aid to the farmer have been introduced in Congress by the leaders of the farm bloc it seems likely that some may be enacted into law. These bills cover about every possible angle from which credit can be made easier to the farmer, from lengthening the maturities to three years to direct advances by the government.

The federal land banks already are putting much capital into agricultural development; and the new legislation is expected to lead to the investment of much more. Before this flood of money went into farm development there was already a large investment producing our present volume of crops. The additional capital can only pay for itself by increased production; and increased production usually means lower prices. This increase in production probably will come only after several years of artificial stimulus, placing the inevitable reaction in the far distant future, when it will be discovered that the easy farm financing was not a real benefit to the individual farmer, after all.

The high interest rates that prevailed in former years in the newly settled parts of the country have done much to promote land loan and cattle loan legislation. Money was hard to get in the newer territory, the hazards were greater and the rate of interest was too high.

Grain dealers will be glad to have loans made easier for their farmer patrons. More capital in farming should lead to better farming and the production of larger crops for the dealer to handle. At the same time whatever agency is advancing the government money to the farmer should protect the farmer from his own blunders, by making sure that the purpose to which the farmer contemplates devoting his loan is reasonably certain to yield that profit which is absolutely necessary to pay the principal and interest.

Loaning money to the farmer is a business just as selling seed, fertilizer, implements, lumber and breeding stock to the farmer is a business; and it seems unfair to the private banker to have the government engage in business in competition with him, considering that the government agency pays no taxes and is in a position to compete unfairly. Such a socialistic program may be carried too far, as in the Norris bill, which provides that the government build, buy, lease and operate grain elevators and storage warehouses.

About the only satisfactory basis for better credit conditions for the farmer is for the farmer to become an indorser of the paper of his neighbor, in loan associations. The indorsement by all the members of the local association, covering by ownership many thousands of acres of productive farms in that locality will give the paper a broader market. The possessors of cheap money in the remote financial centers will be glad to accept the securities of the ass'n when they could not investigate the credit risk of the individual farmer.

Railroad Abandonment.

During the last three years railroads in Ohio, Indiana, Illinois and Oklahoma have abandoned considerable mileage of railroad right-of-way to the great loss of enterprising grain merchants who had built elevators in hope of providing nearer markets for farmers along the right-of-way. Enterprise has left many of these merchants stranded with a dead elevator on their hands.

The latest disaster of this character comes in the application of the Chicago, Peoria & St. Louis R. R. to abandon its 255 miles of roadway. For several years the road has been unable to make its running expenses and at present is indebted to the state for 1921 taxes. Along this line have been built fifty-two grain elevators, most of which have no other outlet for their grain so the elevators are virtually without value as a going concern. While many of these elevators could be wrecked and moved to distant points they can not be operated on their present site. This is one hazard of the country grain elevator business which few grain merchants consider when seeking a new building site. Yet the hazard is there and it would seem that every operator of such an elevator would be fully justified in setting aside at least 5% of his annual profits for replacement.

Lessons of the Closing Year.

The year now drawing to a close presents many valuable lessons to the grain dealers of the world which should prove ever helpful if carefully analyzed and a clear understanding obtained of the influence of the different factors involved on the daily activities of the grain dealer.

To profit most from his year's experiences the wide-awake, progressive merchant will drop out of his daily grind to meditate in some quiet nook over the business transactions of the year which hold helpful suggestions for the future.

We have learned that market prices are not dependent so much on our surplus and the needs of importing countries, as upon our persistence in pushing sales and the urgent demands of foreign buyers for the grain they can buy and pay for.

We have learned that the railroads can not move a large crop with labor alone. They must have some revenue to renew roadway and equipment.

We have learned that if the movement for surplus grain to European consumers is to be expedited we must have more grain ports and more extensive mechanical facilities for handling bulk grain from cars to ocean going boats.

We have learned that the education of the public to a clear comprehension of the true functions of the grain exchanges and the value of the service performed to the producer, the consumer and the business world is necessary to protect these public market places from the disturbing influences of the self-seeking demagogues who never hesitate to mislead their dupes with a stuffed bugaboo or false issues so long as they can win supporters.

We have learned that, it is impractical for the producer and consumer to attempt to trade together. That the economical and efficient

marketing of any products can only be attained thru the employment of experienced specialists. That all producers who find the best markets for their products employ the services of expert middle men who have studied the field.

We have learned that the average politician has little understanding of the constitutional rights of citizens and will vote for anything demanded by the loud-mouthed agitators providing his own preserves are not disturbed.

Freight Rate Reductions?

From the standpoint of the patron of the carriers a reduction in rates of freight seems highly desirable. Farmers are paying too much, and much more than formerly to move their crops to market. The high freight rates have a tendency to localize industry; and to drive short haul traffic to the autotrucks.

Any considerable reduction in freight rates, however, would have a most discouraging effect on railway investors. Aside from a few fortunately located and well managed roads the railroad companies are not making money on the present big volume of traffic. Some of the shorter and weaker lines face the alternative of going out of operation, because they have long since failed to earn even fixed charges. To these lines a reduction in rates would be a calamity that would fall upon their patrons in diminished or a complete loss of service.

Before any considerable reduction can be made in rates the operating costs must be cut down. Supplies, railway appliances, coal and labor must be cheapened. Everything the railroad company buys is costing too much, and for reasons beyond the control of the managements. The high prices of railway material and labor are due principally to two forms of artificial restraint of the free competition that prevails in commercial lines and in farm production. One form is legislative control of wages and methods of operation, making it more costly to run a railroad. The other form is labor monopoly of coal production, making the present cost of coal excessive. This labor monopoly is aided by the laws of Illinois and a few other states which prohibit the employment of new men in mines. The new law restricting immigration into the United States also is increasing the labor costs of the carriers.

Another legislative interference with the free hand of management is the Transportation Act, requiring one-half of the earnings over a certain percentage to be turned over to the Interstate Commerce Commission. Under this clause a manager must consider more carefully before investing in new equipment or making changes in operation with a view to increasing the profits. If the change is profitable the government will take one-half; if it results in loss the railroad company must bear it alone. Investors know this and are more reluctant than ever to invest their idle funds where they can expect no melons.

An immense sum of money that might have gone into the railroads to prevent this recurring car shortage has been diverted into a rival form of transportation. Since 1907 there has been invested \$15,000,000,000 to \$20,000,000,000 in automobile trucks, \$6,000,000,000 in good roads, and \$5,000,000,000 in service stations. Altho the autotruck is a new invention much

of this investment is due to the free play of enterprise and initiative in an industry unhampered by over-regulation.

Another Dust Explosion.

Another grain dust explosion in a terminal elevator which occurred last Wednesday is illustrated on page 833 this number. Unfortunately for the owners of grain elevator property and their employees, many of the old time elevator superintendents, hardened by many years' arduous labor in the dust laden atmosphere of the elevator, refuse to believe that grain dust will explode so they persist in treating this dangerous hazard with contempt.

The number of men employed about a modern elevator should alone justify the needed expense for all known devices for minimizing this danger to life and property. Not only must modern facilities be provided for removing the dust, but these facilities must be kept at work else the trade will continue to be shocked occasionally by a destructive explosion until finally a large number of men are killed by the bigotry of the superintendents or the parsimony of their employers.

Then we will have a wave of legislation providing for rigid regulation which will prove expensive and discouraging. The elevator owners and their superintendents are in a far better position to remove this hazard than all the law makers and it would seem right and proper that they should take the initiative and remove the hazard before the impractical regulations overtake them.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

I. C. 39476 passed thru Remington, Ind., Dec. 1, leaking corn badly at ends and door post.—Farmers Co-op. Co.

M. P. 34351 passed thru Shadeland, Ind., in train 90, Nov. 21, leaking wheat or rye at door post. Bad leak, but train did not stop here.—W. F. Noble.

C. & N. W. 65423 loaded with wheat passed thru Eustis, Neb., Nov. 21, on train 154, leaking wheat at one end.—G. C. Wolford, agt., C. B. Seldomridge.



The earth has grown old with its burden of care,

But at Christmas it always is young,
And the heart of the jewel burns lustrous and fair,

And its soul, full of music breaks forth on the air

When the song of the angels is sung.

Phillips Brook

Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Claims on Overloaded Cars?

Grain Dealers Journal: Are railroads compelled to pay claims on cars loaded over 10 per cent of their capacity; that is, an 80,000 capacity car, with 93,000 lbs. in it?—J. H. Fuller, mgr. Farmers Elevator Co., Murrayville, Ill.

Ans.: When the loss of grain is due to the overloading the railroad company can not be required to pay the loss. If the grain leaked out of an overloaded car over the top of the grain door the carrier is not liable. If the grain leaked out of the car on account of structural defect the railroad company is liable. If the claim is for delay in transit and decline in market price, or deterioration by reason of a hole in the roof letting rain in on top of the grain in the overloaded car, the carrier is liable. If the excessive weight placed in the car sprung the siding the carrier is not liable; but the carrier would be liable, even under these conditions, for moving the damaged car instead of reloading into two cars at shipper's expense, for the loss or damage accruing after the railroad company discovered that the overload was causing the leak. There are no decisions covering just this point, and the facts in each case must be considered.

If a shipper brot suit on a claim on a car and the only defense the carrier had was that the car was overloaded it is likely the shipper would get judgment, there being no evidence that the loss was due directly to the overloading.

Splicing Transmission Rope.

Grain Dealers Journal: I have been experiencing trouble in getting a splice in my transmission rope to hold securely. Where can I get information on the subject of splicing the rope correctly?—R. A. Rule, mgr., J. E. Rule Grain Elevator, Bovina, Colo.

Ans.: A splice in a transmission rope must be long and well tucked. The ordinary sailor splice is not durable. It is difficult for one who is not an expert to make a splice in a transmission rope.

Instructions for splicing rope, with a number of illustrations, were published in the *Grain Dealers Journal* Mar. 10, 1922, page 323.

The Columbian Rope Co. states that there are certain general rules which should be followed, among them being the following:

All transmission ropes up to $\frac{7}{8}$ " diameter should have an eight foot splice.

Transmission ropes up to $1\frac{1}{4}$ " diameter should have a ten foot splice.

Transmission ropes up to $1\frac{3}{4}$ " diameter should have a twelve foot splice.

Larger ropes should have a fourteen foot splice or longer.

The length of the splice is not the only feature which we take care of in making a splice, but each strand should be well tucked. That is, the individual yarns in each strand should be well tucked in, in making the splice, and when completed, the rope should be practically as smooth and even at the splice as over the rest of the rope.

It is practically impossible to give this information in a letter, as it takes a real good transmission rope splicer many months of hard work to really become efficient in making a good job of splicing.

Italian Imports Exempted from Duty.

U. S. Commercial Attache MacLean at Rome has just informed the Department of Commerce that the Italian government has extended to June 30, 1923, the temporary exemption from duty of imports of wheat, oats, yellow corn and rye. The department was also informed Italy had reduced the import rates on wheat flour from 11.50 to 4 lire per 100 kilos; on rye flour, from 6.50 to 20 lire; on oats flour from 6 to 2 lire, and on yellow corn flour, from 3.15 to 2 lire.

The Abolishment of the Public Market Place.

By R. I. Mansfield, Chicago.

The agitation for the abolishment of the public market place by the misinformed, the unthinking and the radical, with a vague impractical marketing scheme, strikingly suggests what would follow such abolishment.

Picture, if you can, our country with its over 4,000,000,000 bushels crop of grains yearly, without a central competitive market to furnish a basis for its valuation. The result would be chaos in the grain world rapidly extending to all other business. Country dealers would immediately be obliged to buy from producers at a vastly wider margin, and to sell to consumers at an equally enhanced basis, because of the extra risk involved. They would be restricted in their dealings to a pitifully small amount of grain compared with that which they now handle, for the same reason. Banks would refuse loans except on a sharply lower basis of value because grain, which has always been classed as a "Quick asset," would become without our present market guide to values a "Frozen Commodity."

Merchandizing in large distributive centers would be confined to a few of the "Financially Able," to the exclusion of the many who now make grain handling the cheapest and the most efficient service rendered any farm commodity. The slower method of merchandizing and the extra hazard induced under the new plan would lead to a reduced return to the producer, and inevitably an enhanced price to the consumer. The results in the grain belt would thus ultimately affect all general business. Instead of a steady market every minute of the day for all grain marketed, we should face a restricted non-competitive market wholly dependent on the country dealer finding a satisfactory buyer for the property offering.

A similar experience was recorded in the early years of the late war, when the public market place in cotton was closed. Chaos came in cotton marketing with steadily lowering prices, and these prices wholly at variance with those in other sections of the belt. Paralysis of general business and banking followed and without a basis for loaning value, cotton became so great a drug on the market that President Wilson was obliged to issue his famous "Buy a Bale of Cotton" appeal. With the restoration of the public marketing place cotton values stabilized and prices moved rapidly up. As a result no cotton producer wants any change in his marketing system. Experience was a bitter teacher.

Argentina had a similar experience in grain before a public market place was established there, and Germany in 1896, after abolishing the public market place, found the experiment so costly and disastrous that the Government voluntarily restored the old system, which remains to this day. Our consular report to Washington briefly summarized the effect of the abolishment in these significant words: "The Grain Dealers Paid the Farmers Less and Sold the Grain for More."

It is a good policy not to abandon a tried and true craft before trusting yourself to the tender mercy of a craft not yet afloat. In grain marketing, as in all other lines of business, new methods which reduce cost of handling will automatically replace old ones without necessity of legislative action. It seems likely, therefore, that if any better method of marketing could be evolved and functioned, the old method would of necessity be obliged to step aside and be replaced by the new. Today the grain crops of this country are being handled from the farm to the ultimate consumer at a smaller relative cost than any commodity leaving the farm. The safeguard thrown around the shipping of the grain, the checks established on weights and grades to detect errors and the keen competition for the purchase of the grain moving, gives a steady, reliable market to all. Thus the country dealer is able to handle a volume of business exceeding vastly the capacity of his local elevator, and is prepared to pay cash for every

bushel delivered by the producer and to pay him the highest possible market price based on the demand, not in one, but in scores of distributing public market places. Do we want Chaos?

Owners of Stored Grain Can Throw Warehouseman into Bankruptcy.

Owners of wheat stored with the Boulder Milling & Elevator Co., of Boulder, Colo., alleged that the company committed an act of bankruptcy on Mar. 10, 1922, and filed a petition against the company in involuntary bankruptcy.

The Colorado National Bank and the First National Bank of Boulder objected and filed a motion to dismiss the bankruptcy proceedings, alleging that the petitioning creditors were not claimants. This was true. The court, exercising the discretion it has in bankruptcy, brushed aside this technicality and decided against the banks and in favor of the owners of the stored wheat. The U. S. District Court for the District of Colorado on Sept. 13, 1922, said:

It is argued that the amended petition does not allege that the Boulder Company was in March last indebted to the petitioners in any sum whatever. We agree with counsel in this statement. The amended petition does not properly plead the legal effect of the agreement under which the petitioners' wheat was delivered to the milling company; but, not desiring to rest strictly on a technicality, we have examined the facts pleaded, in order to determine whether or not the petitioners were creditors on the date in question. It appears that wheat was delivered to the milling company under an agreement that it would be stored with, and held by, the latter, and sold by them on any day directed by the petitioner within one year from date of delivery, and the difference between the market price prevailing on that day and the amount advanced on the date of delivery will be the amount due. While the amount due was on March 10th not liquidated, yet there was clearly an indebtedness existing which the farmer could have liquidated at any time he desired.

It is also clear that all that could be demanded from the milling company was cash, and petitioners were not entitled to the return of their wheat—could not under this contract have maintained replevin, or an action for conversion. Therefore the relation was clearly not that of bailor and bailee. In 6 C. J., p. 1085, in distinguishing a bailment from other relations, it is said:

"It is of the very essence of a contract of bailment that it shall contemplate the return of the property bailed."

And further, on page 1086:

"If by the contract there is no obligation to restore the specific article, but the bailee is at liberty to return either money or other goods of equal value, there is a transmutation of property, and the obligation created is a debt and not a bailment."

On page 1097 of the same volume, in discussing deposit of grain in a warehouse, where the warehouseman can mingle the grain with his own or other grain, it said (page 1098):

"But the transaction is in effect a sale if the delivery is upon such terms that the warehouseman is not to return, but is to pay for, the grain, or that he has from the beginning the right to use or sell the grain and to pay in grain or money."

In *Redfern v. Stacy*, 12 Ohio Cir. Ct. 36, it was held, where plaintiff delivered wheat to defendants, receiving from defendants a grain check reciting that the wheat was received on storage, "to be sold not later than the middle of July," it was held that the transaction was a contract to sell under which plaintiff had the option of demanding a sale up to the middle of July at the market price, and that on failure to exercise that option it was a sale to defendants at the then market price.

Motions of the Colorado National Bank of Denver and of the First National Bank of Boulder to dismiss the amended petition are denied.—283 Fed. Rep. 683.

Death of H. A. Foss.

The grain trade was shocked last week by the sad announcement that Gus Foss, Weighmaster of the Chicago Board of Trade, had dropped dead at home Wednesday evening just after putting on his overcoat. He had been ailing for some time and cautioned by physicians to go slowly, but his strong will and vigorous constitution led him to ignore their warnings and drive on. He was a hard worker, never hesitating to undertake any task and when once started he pursued his work with indomitable zeal. Whether on his Michigan farm or climbing to the scale floor of a terminal elevator he recognized no physical limitations. He despised dishonesty in any form and was uncompromising in his dealing with trickery and misrepresentation.

No one ever had a truer friend than Gus Foss, which accounts for the thousands of men who now mourn his loss. Generous to a fault, he seldom bot a new thing for himself that he did not also buy the same article for several friends. At grain trade conventions he always insisted upon being host to the party. Visitors to his office were seldom able to get away without accepting a present.

While the Gus Foss the grain trade knew and esteemed so highly has passed on, the potent influence of his life and his work in behalf of correct weights will remain with us always. Few grain dealers have any conception of the trade's deep indebtedness to him for the great improvement in weights throughout the land as the result of his strenuous work at the head of Chicago's well managed Weighing Department.

Henry Augustus Foss was born March 17, 1859, in New Hampshire. While still in his youth his parents moved to Chicago. After leaving school he became identified with the Illinois Grain Inspection Dept. at Chicago, and later served the grain trade as Receivers' Agent for 19 years. Here he won the confidence of the trade by his accurate, painstaking work. On July 1, 1898 he was made Weighmaster of the Chicago Board of Trade and was reappointed each year. When he took charge of the department it was disorganized and aimlessly struggling along without a purpose. Today it stands a monument to his thorough efficiency, the leading agency for correct weights of grain in the United States.

When the failure of operators of private elevators brot to light a number of certificates for grain which could not be found, the trade insisted upon reforms which would protect owners of grain sent to private elevators and holders of certificates issued by private elevator operators. So the Board of Trade established the Custodian Dept. for safeguarding all grain stored in private elevators and covered by certificates and placed Mr. Foss at the head of this department, as well as the Weighing Dept.

His funeral service in the First Presbyterian Church Dec. 22 was attended by many hundreds of men from various walks of life. He is survived by his mother, wife, four daughters and three sons, a brother and a sister.

In the death of Gus Foss the grain trade has lost its pioneer in the cause of correct weights. When he took charge of the department frequent complaints of short weights came from every direction, but no one had taken the pains to investigate the various causes contributing to the trouble. No one seemed to realize the wide extent of this festering sore and none had the grit to attack the wasteful methods which cost the grain dealers many millions each year.

The department tallymen being scattered about many industrial plants in the outskirts of the city and seldom coming to headquarters, Mr. Foss first made it a point to meet his aides and to win their confidence. By means of personal visits, open conferences, bulletins and banquets Mr. Foss won the loyal support of every man of the department and by degrees learned of the many bad practices contributing to the cause of short weights.

He resolutely fought dockage to allow for future shrinkage until the practice was abolished.

He established and maintained a scale inspection buro in the department to assist the terminal grain handling plants to keep their weighing facilities in prime working condition, and by degrees extended the service of the buro to distant points, both east and west, suffering from chronic short weights.

He organized and helped to promote the Grain Shippers' Protective Ass'n for safeguarding grain laden cars in terminal yards and for prosecuting the thieves. He also kept in close touch with the railroad officials and encouraged them to guard more vigilantly their grain laden cars.

He instituted a systematic inspection of grain laden cars arriving at the elevators long before the grain trade generally had thought of leaks.

He contributed many articles to the grain trade journals and addressed state and national associations of grain dealers everywhere with a view to enlightening members of the trade with the varying causes of short weights and their remedies.

He persistently kept the leaky car problem before the car construction engineers and helped to bring about many improvements in grain car construction.

For years he kept some of the painstaking men of his department studying the problems of grain car cooping. This resulted in many helpful articles and addresses on cooping and the publication of his widely circulated posters on "Cloth, an Insurance Against Leakage." This work not only helped the entire grain trade to reduce waste, but also spurred the railroads on to a more active effort to help reduce shortages in grain shipments. Many railroads were induced to supply paper car liners and cloth for cooping to shippers. This work led to the establishment by the railroads of a Car Cooperaage and Grain Door Reclamation Buro with branches in all grain transfer markets.

With the fond hope of helping grain handlers to gain relief from the trade's trying trouble, Mr. Foss published a folder entitled "Facts and Factors in Accurate Weighing" and later gave the grain trade a valuable book under the title "Shipper's Manual." Many thousand copies of this work were given to the trade for the asking and helped greatly to reduce the losses of the grain shippers and the carriers.

He organized the Weighmen's and Scalemen's Conference, which brot together annually at the Grain Dealers Nat'l Ass'n convention weighmasters, scale experts and scale

makers for the discussion of scale and weighing problems. His untiring industry and enthusiasm for the work of securing correct grain weights everywhere made him a highly respected leader among the weighmasters. His high ideals in the pursuit of correct weights inspired his fellow workers to a more conscientious study of their own problems, hence it was but natural that he was re-elected Chairman of the Conference year after year by the unanimous vote.

Altho Mr. Foss never for a minute diminished his vigilance in behalf of correct weights he found time to help improve grain trade conditions in other avenues. His vigorous work in pushing the Board of Trade's fight on the bucket shops was most helpful to all traders. His service as Custodian for the private grain storehouse has placed their storage certificates above suspicion.

His host of friends in the grain trade will long cherish his memory and deeply mourn his loss. Few men have had an opportunity to help any trade as he did the grain trade. His real accomplishments leading to improved weights will long stand as the high record for a service helpful to the grain trade.

A HEAVY demand for rye has been experienced in France, following the publication of the official decree authorizing the incorporation of rye in government flour, and prices have advanced strongly. The use of rye in flour mixtures is not yet compulsory in France, but the opinion is current that it may shortly become so. The wet, cold weather experienced in Germany during October greatly delayed sowing operations, and according to an official report, the seedings over a wide area had not germinated by Nov. 1st.—*Corn Trade News.*

Future Trading Sustained by United States Supreme Court.

The Supreme Court of the United States on Nov. 13, 1922, decided in favor of Thorn & Maginnis, cotton brokers, New Orleans, La., against Fred Brown, a customer, in their suit to recover a balance on account growing out of the sale on a stop-loss order of 2,000 bales of cotton.

Brown's order was to sell on stop at 17.15 cents, but war with Germany broke the market suddenly, and the best the brokers could do was to get the cotton off at 14 cents.

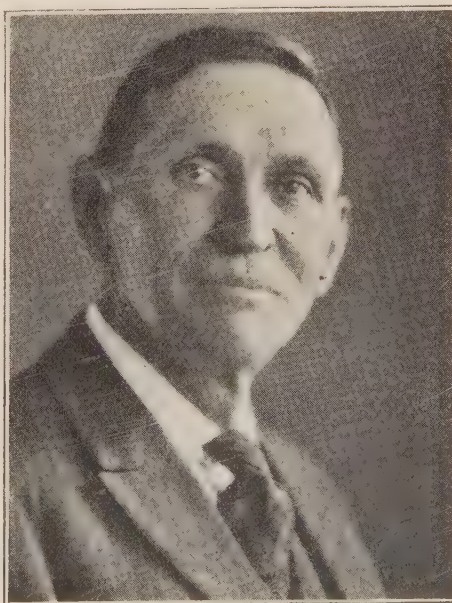
Brown's defense was that the transactions were gambling. The Supreme Court, after four trials in the lower court, said:

The first ground relied upon for the petition is that the transactions were gambling transactions. That was the petitioner's contention at the trial, but to put it at the lowest, there was evidence to the contrary, the question was left to the jury with instructions that if the plaintiff knew that the defendant had no intention to deliver or receive the actual cotton they could not recover, and the jury found for the plaintiffs. The defendant contended that his undisclosed intention was enough to defeat the plaintiff's claims; but that is not the law. It is objected that the judge instructed the jury that hedging was lawful, hedging being explained as a means by which manufacturers and others who have to make contracts of purchase or sale in advance secure themselves against the fluctuations of the market by counter contracts. Prima facie such transactions are lawful. *Board of Trade v. Christie Grain & Stock Co.*, 198 U. S. 236, 249, 25 Sup. Ct. 637, 49 L. Ed. 1031.—43 Sup. Ct. Rep. 36.

To My Friend.

I'd like to be the sort of friend that you have been to me.
I'd like to be the help that you've been always glad to be;
I'd like to mean as much to you each minute of the day
As you have meant, old friend of mine, to me along the way.

I'm wishing at this Christmas time that I could but repay
A portion of the gladness that you've strewn along my way;
And could I have one wish this year, this only would it be,
I'd like to be the sort of friend that you have been to me.



H. A. Foss, Chicago, Ill., Deceased.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

140,160 Lbs. Corn in One Car.

Grain Dealers Journal: On Dec. 12, 1922, we unloaded car S. P. 17770, No. 3 white corn from Stuyvesant Dock, New Orleans. The out-turned weight on this car was 140,160 lbs. or 2,502 bus. 48 lbs.

How is this for a record load?—Very truly, Marshall Hall Grain Co., W. E. Hotchkiss, St. Louis, Mo.

Contractor Corrects Unfinished Elevator.

Grain Dealers Journal: You published my statements regarding our unfinished elevator in your November 25th number and now I wish to advise that the contractor has made good.

In the first place it was not the contractor's fault that such conditions existed, but was the fault of the men hired by him. Of course, the contractor was responsible for their work. Most of the defects were due to the inevitable settling of the elevator when heavily loaded and as we could not use the loading appurtenances for two or three weeks the manager was peeved, as the letter we sent you showed.

The manager had invited members of the community to visit the new elevator and was proudly "showing off" when a bin began leaking and the machinery stopped on account of screws being loose. "Pride goeth before a fall" and naturally the manager felt sore about having to stop business for two weeks with market prices at the high point and being unable to sell.

All is forgotten now and the elevator is working fine, as indeed we knew it would, for the contractor has built other houses in surrounding towns and they all operate excellently.—Peter Hanson, sec'y (Abdal), Superior, Neb.

Downward Pull Generates Head Friction.

Grain Dealers Journal: In last number of the Journal I note P. F. McAllister & Co.'s comments on a new head drive. They ask this question, "What causes friction in an elevator head and where does it occur?" Their answer is "It is caused by slippage between the cup belt and surface of the pulley."

Friction in an elevator head is generally understood to mean friction in the bearings. A small amount of slippage occurs on any belt transmission due to air cushions at juncture of pulley and belt. This natural slippage does no harm, if such was the case motors, which operate at speeds up to 2,000 R.P.M. with a belt drive could not be used as the amount of slippage due to the compressed air at tangent is in proportion to the speed of the belt. An elevator head pulley runs slowly, 30 to 50 R.P.M. Hence the amount of natural slippage of belt on an elevator head during normal operation is not worth considering.

In case of a choke up there is grave danger of friction between the stationary belt and the revolving pulley. Fortunately chokes are accompanied by such physical signs as backlegging labor of engine, etc., so that an attendant who is "onto his job" can easily detect them.

Ninety per cent of the fires that start in the cupola can be traced to the head bearings as these bearings must bear the weight of the head shaft and pulley, the weight and the ten-

sion of the long heavy cup belt with its buckets plus hundreds of pounds of grain that is being elevated. This tremendous downward pull on the head bearings generates the "head friction" under discussion.—Very truly, Joe Cronan, Rose Creek, Minn.

Hi Overbidder Passing On.

Grain Dealers Journal: The last I heard of Mr. Hi Overbidder, he was operating at a neighboring station, and paying from \$1.60 to \$1.50 per ton more for hay, than the regular responsible dealer could afford to pay the producer. The regular dealer must realize enough profit to keep his house open, and pay his honest, honorable debts. Hi was also paying from five to eight cents per hundred more for ear corn, and three to five cents per bushel more for oats, than the legitimate grain dealer could afford to pay.

All admit Hi Overbidder eliminates the profits in the hay and grain business in our neighboring town. Hi is like a Snow Bird Coal Dealer, or the Scoop Shoveler. He makes it very hard for the honest dealer to explain to the average customer, why he is not paying at his place the prices that are paid in the neighborhood town, and the usual customer or the shifter will not believe his story. Hi claims it is all bunk, and that the legitimate dealer is making money too fast. He claims that you are taking unjust profits off the poor customer. But at the same time he will request the honest dealer to advance him funds on his crops, so he can buy the necessities of life, promising to deliver the commodity, he sold, at the market value at a certain date, and to the great dissatisfaction of the dealer, he finds that Mr. So Called customer has disposed of his grain to some scoop-shoveler, and allowed his advances to be unpaid.

Hi Overbidder and the shiftless customer are brothers, both are a thorn in the flesh to the legitimate grain dealer, and both come to naught. The great trouble is, they run out of money, and in a short time they are obliged to quit their business. Because in their anxiety to buy grain they have not retained a living margin. They have paid that margin, and possibly more to the shifter or his brother fault finder. The way of the transgressor is hard.

It has always been my theory and manner of procedure to first consult Mr. Hi Overbidder, and have a clear cut talk, and try to persuade him to buy the grain or hay worth the money or leave it alone, and then if unsuccessful to meet him and fight him by using his own tactics, or going one better, but at the same time hold the price at a legitimate basis at our elevators. The shorter and harder the fight, the sooner it is ended, and often it is ended before much trouble has been done.

Mr. Hi Overbidder counts failure, loss of some one's money, and it seems sometimes that this Mr. Hi Overbidder is not a Snow Bird, but a man who is fully equipped for the business, and in such cases it is always best to go to your neighbor's house, and have a friendly talk with him. He may have some imaginary grievance against you.

The foundation of a successful business is a Truthful Proprietor, who will not mislead or destroy confidence and the good will of his neighboring dealers. If more dealers would be honest with their competitors, there would be more profit, and more joy in the business. It has always been my experience in the track grain and hay business, that it is not good business to buy grain, hay or straw from these Hi Overbidders. I have often been deceived in short weights, and grades and when claims are filed against Mr. Hi Overbidder, they are not collectible, he has no funds, with which to make good his transactions. Hi Overbidder draws the grain, hay and straw out of the surrounding territory in one of his so-called fights, thereby squandering the money, and then leaves the territory, which he has drained of its supplies, to the legitimate dealer to eke out an existence until the next crop comes.

I believe there are not as many Hi Overbidders now, as there were ten years ago. There has been a more thoro knowledge acquired, and the farmers and other business men are better posted. All have learned that they cannot conduct business on the same basis, that it was formerly. Expenses, machinery, equipment and labor and other expenses are double what they were in 1910. We are glad to note the passing of the Snow Bird, Scoop Shoveler, and Hi Overbidder in Western Ohio. I know of stations in Ohio that in 1905 to 1912 had from two to five scoop shovelers or wild cat hay dealers, and snow bird coal dealers, which today have neither of these pests. The dealers are more friendly, talk over their trials and troubles. They keep better system in their offices and know more about their business, than they did in former years, and are ready to offset or discourage Mr. Hi Overbidder.—Very truly, H. G. Pollock, Middle Point, O.

Shipper's Weights on Consigned Grain at Omaha.

Grain Dealers Journal: Relative to the matter of shipper's weights in this market, please be advised that the governing board of this Exchange has nothing before it relative to abolishing shipper's weights on consigned grain, nor is there any such action contemplated.

Unfortunately, some agitation was reported and newspaper publicity given to a report that shipper's weights were to be abolished, but we are unable to find who started the agitation since there is no foundation for it.—Respectfully, F. P. Manchester, Secretary, Omaha Grain Exchange.

Urged to Clean Wheat Before Shipping

Large savings in the cost of transporting grain to terminal markets would be effected if farmers and country elevators would ship only clean wheat to market, in the opinion of Robert H. Black, in charge of grain cleaning investigations for the U. S. Depart. of Agri.

The average carload of spring wheat received at Minneapolis during October contained over 1½ tons of screenings, Mr. Black said. These screenings have no market value so that the cost of transporting the material was a total loss to the shipper. The result not only was a waste of transportation space but increased considerably the transportation costs on the good wheat.

Minnesota grain inspection records for October show that Minneapolis received 11,332 cars of spring wheat during that month containing an average of 4½ per cent of dockage. The transportation space occupied by this foreign material in the wheat required 450 cars more than would have been required had the dockage been removed before shipment. For the shipping season up to Nov. 21 this year nearly 650,000 bushels of dockage or foreign material in the wheat was shipped to market, the records show.

During the 1920-21 crop year the quantity of dockage of foreign material in the wheat shipped to market was so great that more than 14,000 additional freight cars were required to haul the wheat than would have been necessary had the wheat been cleaned before shipment.

1923.

A naturalist divided an aquarium with a clear glass partition. He put a lusty bass in one section and minnows in the other.

The bass struck every time a minnow approached the glass partition. After three days of fruitless lunging, which netted him only bruises, he ceased his efforts and subsisted on food that was dropped in.

Then the naturalist removed the glass partition. The minnows swam all around the bass, but he did not strike at a single one. He had been thoroughly sold on the idea that business was bad.

FOR THE NEW YEAR:

Moral—Take another shot at the glass partition. You'll find it isn't there.—John R. Mauff.

Dust Explosion in Elevator at St. John, N. B.

About noon Dec. 20 a dust explosion in one of the grain bins of the Canadian Pacific Railway Co.'s elevator at West St. John, New Brunswick, blew out part of one end of the cupola, as shown in the engravings herewith.

The explosion shattered the concrete floor over 2 bins and damaged two other bins, and seems to have been most violent on the bin floor just above the concrete tanks. Its force seems to have expended itself by wrecking the corrugated iron siding of the cupola and part of the steel frame supporting the siding. Several of the leg casings were damaged, but the working machinery of the elevator came thru without hurt.

Fire broke out immediately after the explosion in four of the bins containing many thousands of bushels of grain and spread to other sections of the elevator where dust lay on the steel beams and on the concrete floors, but was soon extinguished.

Two men who were working on the bin floor had just gone to the tripper floor above when the explosion happened and fortunately no one was hurt.

The damage by fire was small; and it was possible to resume loading of grain into steamers at three o'clock in the afternoon.

The grain elevator was built in 1913 on Sand Point, and is of concrete construction, with a capacity of 1,000,000 bus.

RALPH MOREHOUSE, in the employ of a Canadian rancher, hauled 1,144 bus. of wheat 22 miles, in eight wagons drawn by fifteen teams, and then unloaded the grain into the elevator of the Alberta Pacific Grain Co. at Vulcan, in one hour and seventeen minutes. He did not unhitch a single horse.

THE GERMAN State Grain Buro has decided that imports of grain into Germany must be made thru Rotterdam, Holland, as there is a shortage of space at Hamburg. The Hamburg Chamber of Commerce has protested against the measure, stating that the government has been misinformed regarding the lack of storage.

Quick Method of Determining Protein.

W. L. Frank, chief grain inspector, and P. H. Bimmerman, chemist of the Grain & Cotton Exchange, Sherman, Tex., have suggested the use of perchloric acid to reduce the time for making the protein test on wheat.

Perchloric acid is a more active oxidizing agent, and reduces the time from 2½ to 3 hours, required by the official method, to one-half hour on the average.

Their observations lead them to believe that the following amounts of chemicals should be used for a 2-gram sample:

- (A) Sulphuric acid sp. gr. 184, 20 cc.
- (B) Sodium sulphate-anhydrous, 3 to 4 grams.
- (C) Copper sulphate-Crystals, 0.1 to
- (D) Perchloric acid—60%, four (4) cc. 0.2 grams.

2nd. The flame should be turned very low during first minute—so that it covers an area on flask not larger than a quarter. It may then be turned up until it covers an area as large as a silver dollar.

3rd. That temperature (flame) should be so regulated that the contents of flask will clear in approximately 8 to 10 minutes. Heating should be continued for 10 minutes after contents of flask clear. Care should be taken not to turn flame so high that it will strike the side of the flask above the liquid.

A PROVISIONAL contract has been arranged between the Greek and Argentine governments for sale of 300,000 tons of wheat and 10,000 head of live cattle to Greece, the Department of Commerce has been advised. One-half of shipments are to be paid for in cash and remainder in two-year treasury notes at 6%.

LONDON, ENG.—Agricultural depression today is greater than in 1879 when losses to landowners and farmers were greater than capital of all joint stock banks. Slump in price of farm produce has been unaccompanied by a corresponding fall in farming material. Land rapidly going out of cultivation means less employment for agricultural workers while wage rates have declined to an uneconomic level.—*Wall Street Journal*.

Lectures on Dust Explosions.

At Pittsburgh, Pa., Dec. 14, and at Buffalo, N. Y., Dec. 18, David J. Price of the U. S. Dept. of Agriculture delivered addresses before the Coal Mining Congress and the safety bureau of the Chamber of Commerce, on industrial plant explosions.

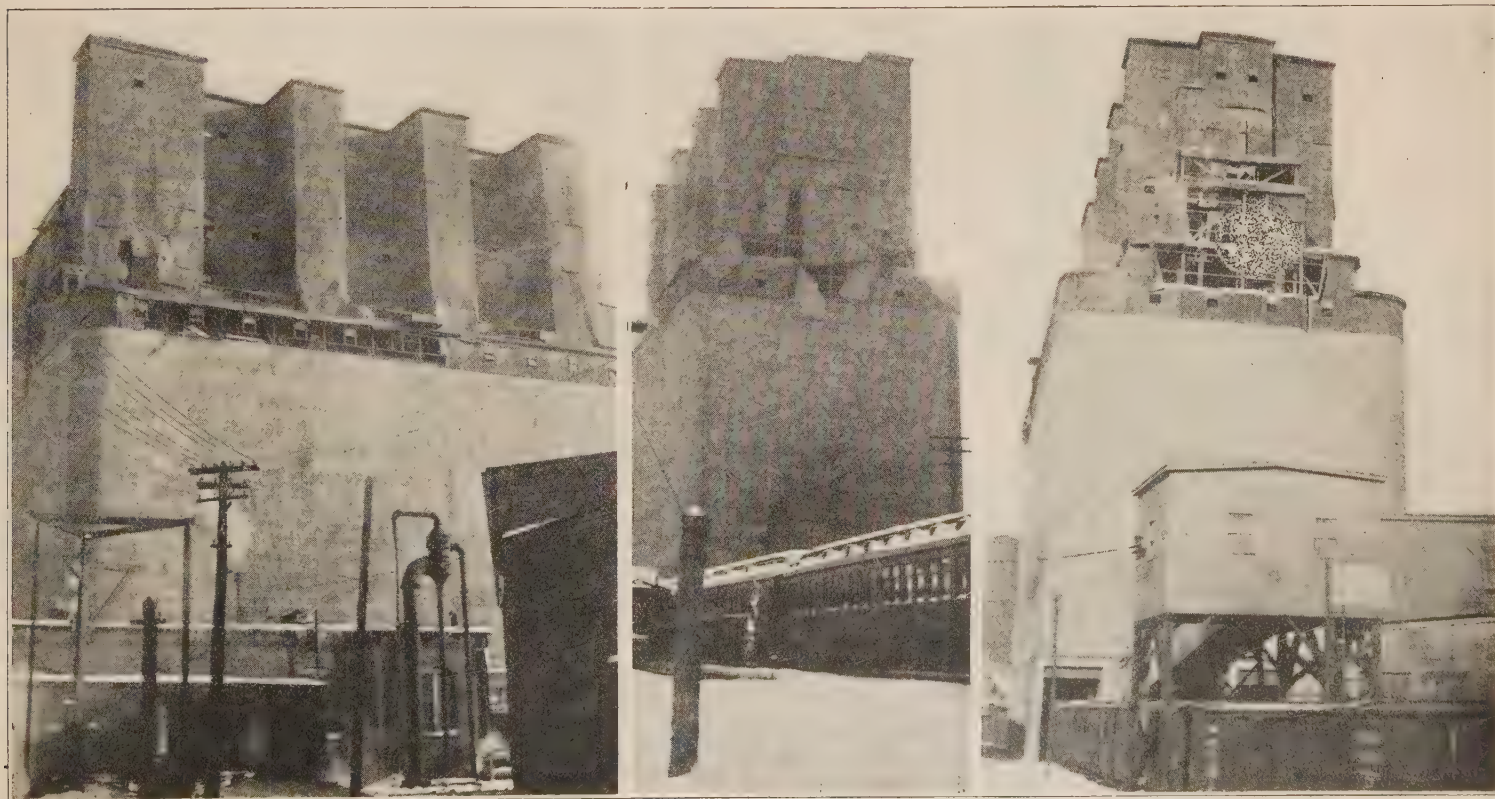
"Two dust explosions in grain elevators were supposed to have been caused by sparks struck by foreign material in the grain as it fell against the sides or bottom of a very deep bin. In each case only a few hundred bushels of grain had been run into the bin at the time of the explosion," said Mr. Price.

"When any dust is blown in a cloud it imparts a charge of static electricity on each dust particle, the polarity and size of the charge depending upon the chemical composition and fineness of the material. In the filter type dust collector, the dust-laden air is drawn thru a porous cloth suitable for holding the dust but permitting the purified air to pass through. If these collectors are not properly electrically grounded, a high static charge is built up, so that there is danger of static sparks passing from the cloth to the shell or some other part of the collector. Quite recently several explosions occurred from this cause in the collecting of dry lime sulphur. However, filter type dust collectors, as well as almost any other type of equipment, can and should be effectively grounded where explosive dusts and gases are present."

The dust explosion hazards committee of the National Fire Protection Ass'n, of which Mr. Price is chairman, will meet at New York, N. Y., Jan. 15 and 16.

THE RICHMOND Grain Exchange, Richmond, Va., has adopted the United States grades for rye and grain sorghums.

OFFICIALS of western federal reserve banks testified recently before the Interstate Commerce Commission that financial conditions in grain producing territory are such that relief must be afforded farmers, probably in decreased railroad rates. The testimony was brot out by western state railroad commissions in an effort to secure reduced rates in territories west of the Mississippi.



The C. P. R. R. Elevator at West St. John, N. B., Badly Damaged by Dust Explosion Dec. 20.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Winnipeg, Man., Dec. 11.—Using the acreage estimated by the Dominion Government, we estimate the yield to be as follows: Wheat, Manitoba, 3,125,556 acres, 66,261,000 bus.; Saskatchewan, 12,332,297 acres, 250,345,000 bus.; Alberta, 5,765,595 acres, 68,610,000 bus.; or a total of 21,223,448 acres producing 384,144,000 bus. Oats in Manitoba is 1,851,608 acres, 79,989,000 bus.; Saskatchewan, 5,098,104 acres, 193,218,000 bus.; Alberta, 1,614,500 acres, 35,841,000 bus.; or a total of 8,564,212 acres producing 308,311,000 bus. Barley in Manitoba is 968,783 acres, 31,776,000 bus.; Saskatchewan, 636,456 acres, 16,738,000 bus.; Alberta, 378,053 acres, 5,973,000 bus.; or a total of 1,963,292 acres, producing 54,342,000 bus. Rye in Manitoba is 421,603 acres, 8,052,000 bus.; Saskatchewan, 900,931 acres, 17,201,000 bus.; Alberta, 603,583 acres, 6,035,000 bus.; or a total of 1,926,117 acres, producing 31,203,000 bus. Flax in Manitoba is 66,680 acres, 753,000 bus.; Saskatchewan, 466,177 acres, 4,148,000 bus.; Alberta, 22,186 acres, 139,000 bus.; or a total of 555,043 acres, producing 4,995,000 bus.—E. G. Jones, mgr., Northwest Grain Dealers Ass'n.

COLORADO.

Bovina, Colo., Dec. 16.—Prospects for the new crop are the poorest in five years, for this time of the year. Acreage about the same as past

Yield and Acreage of 1922 Crops.

Washington, D. C., Dec. 15.—The December estimates of the Crop Reporting Board of the Bureau of Agricultural Economics of the acreage and production of the important farm crops of the United States in 1920, 1921 and 1922 are as follows:

Crop.	Acreage.*	Production, bus. Per acre.	Total.*
Corn	1920 101,699	31.5	3,208,584
	1921 103,740	29.6	3,068,569
	1922 102,428	28.2	2,890,712
Winter wheat.....	1920 40,016	15.3	610,597
	1921 43,414	13.8	600,316
	1922 42,127	13.9	586,204
Spring wheat.....	1920 21,127	10.5	222,430
	1921 20,282	10.6	214,589
	1922 19,103	14.1	270,007
All wheat.....	1920 61,143	13.6	833,027
	1921 63,696	12.8	814,905
	1922 61,230	14.0	856,211
Oats	1920 42,491	35.2	1,496,281
	1921 45,495	23.7	1,078,341
	1922 40,693	29.9	1,215,496
Barley	1920 7,600	24.9	189,332
	1921 7,414	20.9	154,946
	1922 7,390	25.2	186,110
Rye	1920 4,409	13.7	60,490
	1921 4,528	13.6	61,675
	1922 6,210	15.4	95,497
Buckwheat	1920 701	18.7	13,142
	1921 680	20.9	14,207
	1922 785	19.2	15,050
Flaxseed	1920 1,757	6.1	10,774
	1921 1,108	7.2	8,029
	1922 1,308	9.4	12,238
Rice	1920 1,336	39.0	52,066
	1921 921	40.8	37,612
	1922 1,055	39.8	41,965
Potatoes	1920 3,657	110.3	403,296
	1921 3,941	91.8	361,659
	1922 4,331	104.2	451,185
Hay, tame, tons.....	1920 58,101	1.51	87,855
	1921 58,769	1.40	82,379
	1922 61,208	1.58	96,687
Hay, wild, tons.....	1920 15,787	1.11	17,460
	1921 15,632	.98	15,391
	1922 15,842	1.02	16,104
Cotton seed	1920 .....	.....	5,971
	1921 .....	.....	3,531
	1922 .....	.....	4,424
Clover seed	1920 1,082	1.8	1,944
	1921 889	1.7	1,538
	1922 1,126	1.7	1,875
Peanuts, lbs.	1920 1,151	712.5	841,474
	1921 1,214	683.1	829,307
	1922 986	632.4	623,507
Beans, 7 states.....	1920 847	10.8	9,185
	1921 777	11.8	9,150
	1922 1,043	11.4	11,893
Grain Sorghums.....	1920 5,120	26.8	137,408
	1921 4,635	24.6	113,990
	1922 5,051	17.9	90,381
Broom Corn.....	1920 .....	.....	36
	1921 .....	.....	38
	1922 .....	.....	34

*In thousands, i. e. 000 omitted.

year.—R. A. Rule, mgr., J. E. Rule Elevator Bovina, Colo.

ILLINOIS.

Springfield, Illinois, Dec. 20.—The week was cold, averaging 14° below normal. In the northern and central divisions one-half to four inches of snow fell Saturday night and Sunday over most areas, followed by below zero temperatures Monday. Winter grains were afforded fair to good protection. There was no snow in the more southern counties. A little corn remains in the fields. Roads are fair to good.—Clarence J. Root, Meteorologist.

KANSAS.

Woodston, Kan., Dec. 8.—Total grain failure here this year.—M. G. Meyers Grain Co.

MISSOURI.

Kansas City, Mo., Dec. 15.—Acreage sown in Kansas on new crop is about 10% less than a year ago, or approximately 1,200,000 acres less than a year ago. About 2,000,000 acres in the west report growing wheat as being rather late; in fact, the plant in that section was just beginning to come thru the top soil on Nov. 20, good rains having fallen over that area.

Government Crop Report.

Washington, D. C., Dec. 18.—The Crop Reporting Board of the Bureau of Agricultural Economics of the U. S. Dept. of Agri. makes the following estimates:

Winter wheat—Area sown this fall is 46,069,000 acres, which is 3.2% less than the revised estimated area sown in the fall of 1921 (viz. 47,611,000 acres). Condition on Dec. 1, was 79.5 against 76.0 and 87.9 on Dec. 1, 1921 and 1920, respectively, and a ten-year average of 87.9.

Rye—Area sown this fall is 5,508,000 acres, which is 11.3% less than the revised estimated area sown in the fall of 1921 (viz. 6,210,000 acres). Condition on Dec. 1 was 84.3 against 92.2 and 90.5 on Dec. 1, 1921 and 1920, respectively, and a ten-year average of 90.8.

Details by states follow:

		WINTER WHEAT.									
		Area sown—									
		Autumn		1922							
		Autumn*		com- Autumn*		Condition		Dec. 1.			
		1921.		pared 1922.		10-year					
		Revised.		with prelimi-		ary.		age.			
		Acres.		nary.		Pct.		Pct.		Pct.	
State.	Acres.	Pct.	Acres.	Pct.	Acres.	Pct.	Acres.	Pct.	Acres.	Pct.	Pct.
N. Y. ..	456	94	429	94	94	93					
N. J. ..	99	96	95	92	92	78					
Pa.	1,392	96	1,336	93	95	79					
Del.	112	94	105	91	93	75					
Md.	590	94	555	90	90	77					
Va.	843	102	860	90	87	81					
W. Va.	244	99	242	91	93	83					
N. C.	621	99	615	91	92	83					
S. C.	183	98	179	91	92	84					
Ga.	209	105	219	92	94	89					
Ohio	2,567	98	2,516	91	93	86					
Ind.	2,116	104	2,201	89	92	90					
Ill.	3,189	107	3,412	91	93	90					
Mich.	1,035	98	1,014	90	92	90					
Wis.	110	85	94	93	94	92					
Minn.	95	106	101	93	92	91					
Iowa	703	110	773	93	94	91					
Mo.	3,229	97	3,132	89	87	90					
S. Dak.	102	80	82	87	92	72					
Neb.	4,149	80	3,319	89	80	63					
Kan.	12,284	100	12,284	84	60	73					
Ky.	670	96	643	89	95	89					
Tenn.	492	92	453	88	93	83					
Ala.	25	92	23	89	89	90					
Miss.	6	75	4	89	90	84					
Tex.	1,784	95	1,695	82	42	76					
Okla.	3,929	95	3,733	83	54	80					
Ark.	89	95	85	89	77	83					
Mont.	471	95	447	86	58	59					
Wyo.	42	70	29	91	71	70					
Colo.	1,793	88	1,578	90	76	68					
N. Mex.	112	60	67	88	50	55					
Ariz.	54	85	46	95	95	90					
Utah	162	88	143	90	80	70					
Nev.	3	102	3	90	85	90					
Idaho	465	88	409	91	81	81					
Wash.	1,533	95	1,456	88	79	77					
Ore.	879	100	879	92	92	91					
Calif.	774	105	813	92	90	96					
U. S.	47,611	96.8	46,069	87.9	76.0	79.5					
RYE.											
N. Y. ..	55	100	55	94	93	92					
N. J. ..	61	98	60	92	93	85					
Pa.	220	98	216	94	96	83					
Va.	40	105	42	91	89	82					
Ohio	87	98	85	93	97	89					
Ind.	318	90	286	93	95	92					
Ill.	256	99	253	94	95	91					
Mich.	648	90	583	92	94	92					
Wis.	489	86	421	95	95	94					
Minn.	1,154	92	1,062	92	95	88					
N. Dak.	1,581	85	1,344	85	92	78					
S. Dak.	439	70	307	88	95	75					
Neb.	188	80	150	92	88	70					
Kan.	71	96	68	88	65	78					
Colo.	97	90	87	90	79	69					
U. S.	6,210	88.7	5,508	90.8	92.2	84.3					

*In thousands, i. e. 000 omitted.

About 20 counties in west central Kansas show growing wheat to be "fair to good," mostly "good," with ample moisture. Central and eastern Kansas, covering about 8,000,000 acres, report the crop as being "good to excellent."—Allen Logan, Logan Bros. Grain Co.

WISCONSIN.

Madison, Wis., Dec. 23.—Fall sown grains show an approximate decrease of 15% in acreage, compared to a year ago. There is a decrease of 14% in the rye acreage, and 15% in winter wheat. The dry weather of September and early October largely explains the decrease. Rye on Dec. 1 was of practically the same condition as on the same date of last year and as the average of the past ten years. Condition of winter wheat is slightly below last year's condition and the ten year average condition.—Paul O. Nyhus, Agricultural Statistician.

Act to Nullify Rule Prohibiting Carriers Contracting for Work.

Seeking to obtain work from railroads on the contract basis, the Railway Service and Supply Corp. of Indianapolis, Ind., has started action in the District Court at Chicago, before Judge Carpenter, to nullify the Railroad Labor Board's decisions prohibiting carriers from letting work out to contractors.

In its petition the supply company states that the carriers made unsuccessful negotiations with federated shop crafts in an effort to substitute piecework for the present system of time work as the basis for pay. Last March the Big Four Ry. let much repair work out to the complaining supply company, whereupon the federated shop crafts brot the case before the Railroad Labor Board and during November the board ruled that the carrier had violated the transportation act, and could not farm out more work.

In farming out the work the railroads saved in excess of \$25,000 and the supply company found it profitable. The present suit is being conducted to protect contracts the supply company already has and prospective contracts.

When the Railroad Labor Board backs up the union's demand for unreasonable and unsatisfactory working conditions under rules suggested by the unions and adopted by Director General McAdoo, it requires six men to remove and replace a headlight generator on a locomotive, whereas a machinist and a helper could easily perform the job and in times of emergency it has been performed by one handy man.

Output in the shopcrafts was further diminished by changing men from piece work to day work, in July, 1918. Some roads have figured what the change has amounted to them in decreased efficiency. Car repairers' efficiency went down 41 per cent, air brake repairers' efficiency went down 33 per cent, passenger car painters down 25 per cent and brass foundry workers down 11 per cent. In one boiler shop the time on certain work increased 32 per cent and production decreased 24 per cent. Similar conditions exist in all branches of railroad shops.

When conditions like the above exist in their own shops, is it any wonder that railroads want to farm out their work and have it done at a great saving in shops where autocratic labor rules do not prevail?

If the Railway Service & Supply Co. succeeds in having the ruling of the Railroad Labor Board nullified, it will open the way again for competition in railroad repairs and construction and will be a big move forward to the time when railroad facilities will again be normal.

Coming Conventions.

Jan. 3, 4 and 5. Farmers Grain Dealers Ass'n, at Oklahoma City, Okla.

Jan. 16 and 17. Indiana Grain Dealers' Ass'n, Indianapolis, Ind.

Jan. 23, 24, 25. Farmers Grain Dealers Ass'n of Iowa, at Des Moines.

Feb. 6, 7 and 8. Farmers Grain Dealers Ass'n, at Decatur, Ill.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Los Angeles, Calif., Dec. 8.—Receipts of grain at this market during the month of November were as follows: Wheat, 335 cars; barley, 227 cars; corn, 149 cars; oats, 34 cars; rye, 3 cars. This compares with November, 1921, as follows: Wheat, 148 cars; barley, 89 cars; corn, 45 cars; oats, 36 cars; rye, 2 cars.

San Francisco, Cal., Dec. 8.—Receipts of grain at San Francisco during the month of November, compared with November, 1921, were as follows: Wheat, tons, 3,721, 2,541; barley, tons, 26,721, 38,089; oats, tons, 979, 2,232; corn, tons, 1,206, 1,515.

Winnipeg, Man., Dec. 11.—The wheat situation shows that 199,478,000 bus. were inspected to date, 35,468,000 bus. in store at country points, 11,000,000 bus. in transit, and an allowance of 45,000,000 bus. for seed, feed, etc., which makes the aggregate 290,946,000 bus. The amount in farmers' hands totals 93,198,000 bus., and amount yet to be inspected is 139,666,000 bus. Oats inspected to date, 19,564,000 bus.; in farmers' hands, 26,600,000 bus.; in store, 8,848,000 bus. Barley inspected to date, 10,522,000 bus.; in farmers' hands, 7,600,000 bus.; in store, 2,377,000 bus. Rye inspected to date, 7,304,000 bus.; in farmers' hands, 5,170,000 bus.; in store, 1,325,000 bus. Flax inspected to date, 2,019,000 bus.; in farmers' hands, 1,472,000 bus.; in store, 751,700 bus.—E. G. Jones, mgr., Northwest Grain Dealers Ass'n.

Malcom, Ia., Dec. 20.—Corn starting to move more freely the last week. It will continue if we can get cars.—Farmers Elevator Co.

Burdett, Kan., Dec. 19.—There is still 50% of the crop in farmers' hands. It is slow in moving on account of scarcity of cars. Will be a big movement when cars are available.—T. H. Urton, mgr., Bauer-Vaughan Grain Co.

Boston, Mass., Dec. 22.—Bookings have already been made at local grain elevators for the handling of 2,000,000 bus. of grain for European export, of which the greater part is already en route to Boston. The greatest amount of grain in the history of the port is now being handled. During the past week the total amount of export grain was 1,229,798 bus., the largest single week's export business in several years. Some of this business is being developed through the closing of the port of Montreal to navigation owing to the ice in the St. Lawrence river, and in slight measure to congestion of grain elevators at Baltimore and Philadelphia.—S.

Minneapolis, Minn., Dec. 8.—Receipts of grain in bus. at this market during November, compared with November, 1921, were as follows: Wheat, 14,135,300, 8,655,760; corn, 512,090, 871,960; oats, 2,324,830, 1,925,030; barley, 1,389,320, 716,310; rye, 1,216,070, 253,310; flaxseed, 598,980, 381,790. Shipments of grain in bus. at this market during November, compared with November, 1921, were as follows: Wheat, 5,148,040, 2,786,960; corn, 258,810, 373,550; oats, 2,837,100, 1,631,110; barley, 1,131,910, 745,510; rye, 977,530, 42,410; flaxseed, 186,010, 224,550.

Kansas City, Mo., Dec. 15.—An exhaustive inquiry shows 55,911,300 bus. of wheat in all positions in the state of Kansas. There are 42,380,000 bus. in the hands of farmers. 953 elevators and mills hold 11,531,300 bus. and the 650 elevators which did not report I estimate to have 2,000,000 bus. or 3,000 bus. each.—Allen Logan, Logan Bros. Grain Co.

Great Falls, Mont., Dec. 22.—In regard to the car situation we wish to state that the Milwaukee in the Great Falls territory has within the last month furnished cars quite freely and we believe all elevators have been relieved of the congestion which existed. The Northern Pacific has also furnished cars moderately within the past month, so conditions are pretty good on that line. The Great Northern, however, has not been as fortunate and nearly all the elevators on that system have been full to the roof, with wheat waiting at nearly all stations to unload. This condition has been aggravated to some extent by the severe sub-zero weather

which has prevailed the last three weeks. Within the last three days, however, the weather has moderated and Great Northern officials have promised better service soon. About 40% of the crop is still to come forward from the farms.—Northwestern Grain Dealers Ass'n.

Johnson, Neb., Dec. 16.—Lots of grain ready for shipment, but cars are very scarce. Farmers still have 60% of wheat.—Johnson Grain Co.

THE TOTAL production of cotton in the United States, for the season of 1922-23 amounted to 9,064,000 bales of 500 pounds each, compared with 7,953,641 in 1921 and 13,439,603 in 1920 reports the Crop Reporting Board of the Bureau of Agricultural Economics. The price per pound of lint cotton to producers Dec. 1, was 23.8 cents, compared with 16.2 Dec. 1, 1921, 13.9 cents in 1920 and 35.6 in 1919.

Corn Sales Act in England.

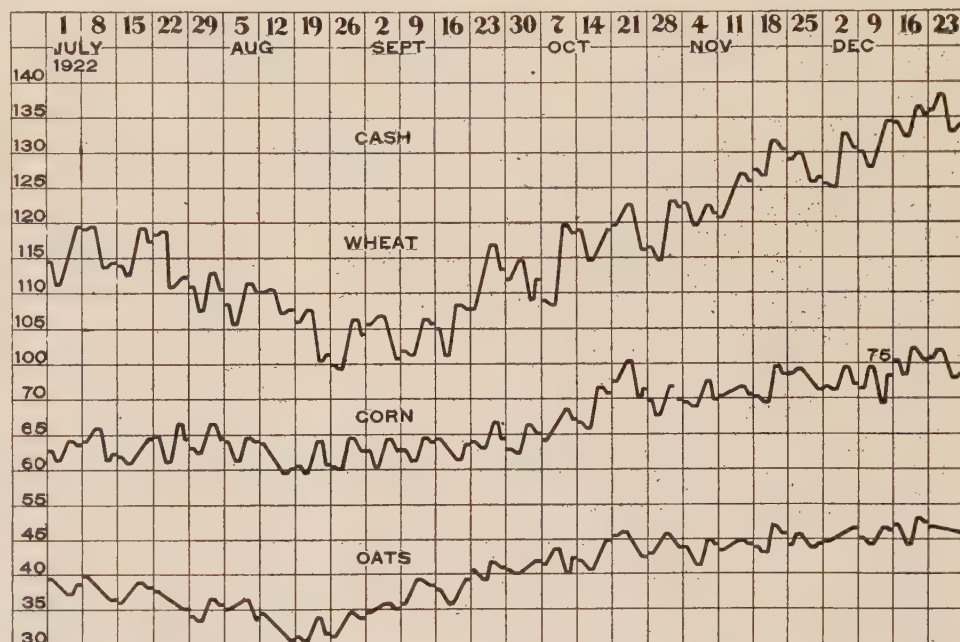
Effective from Jan. 1, 1923, the Corn Sales Act, 1921, will govern all transactions in corn, meal, bran, potatoes, seeds, etc.

The act terms null and void any sale dealing with the above products unless the sale is made by weight only and in terms of the hundredweight, of 112 pounds.

The act does not apply to goods produced outside of the United Kingdom, before arrival, or so long as the products remain in the warehouse or shed where they are first stored on importation. The act is also not applicable to goods imported in bags and sold in their original packages or to corn hot and sold for export from the United Kingdom, or to corn growing on the land or corn unthreshed.

Cash Wheat, Corn and Oats Fluctuations from June 26 to Dec. 23.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.												
	Dec. 11.	Dec. 12.	Dec. 13.	Dec. 14.	Dec. 15.	Dec. 16.	Dec. 18.	Dec. 19.	Dec. 20.	Dec. 21.	Dec. 22.	Dec. 23.
Chicago	120 1/4	121 1/4	123 1/4	123 1/4	122 1/4	123 1/4	125 1/4	125 1/4	124 1/4	125 1/4	124 1/4	124 1/4
Kansas City	111 1/4	112 1/4	114 1/4	114 1/4	114 1/4	114 1/4	115 1/4	115 1/4	114 1/4	115 1/4	114 1/4	114 1/4
St. Louis	119 1/4	120 1/4	122 1/4	122 1/4	121 1/4	122 1/4	123 1/4	123 1/4	122 1/4	123 1/4	122 1/4	122 1/4
Minneapolis	118 1/4	120 1/4	122 1/4	122 1/4	121 1/4	121 1/4	123 1/4	123 1/4	122 1/4	123 1/4	122 1/4	121 1/4
Duluth (durum)	101 1/4	101 1/4	104 1/4	104 1/4	103 1/4	102 1/4	105 1/4	105 1/4	103 1/4	105 1/4	104 1/4	104 1/4
Winnipeg	109 1/4	111 1/4	113 1/4	113 1/4	112 1/4	112 1/4	114 1/4	114 1/4	113 1/4	114 1/4	113 1/4	114 1/4
Milwaukee	120 1/4	121 1/4	123 1/4	124 1/4	122 1/4	123 1/4	125 1/4	125 1/4	124 1/4	125 1/4	124 1/4	124 1/4
MAY CORN.												
Chicago	71 1/4	71 1/4	73 1/4	74 1/4	73 1/4	74 1/4	75 1/4	74 1/4	73 1/4	73 1/4	72 1/4	72 1/4
Kansas City	69 1/4	69 1/4	71 1/4	72 1/4	71 1/4	71 1/4	72 1/4	72 1/4	71 1/4	71 1/4	69 1/4	69 1/4
St. Louis	71 1/4	71 1/4	73 1/4	73 1/4	73 1/4	74 1/4	75 1/4	74 1/4	73 1/4	73 1/4	72 1/4	72 1/4
Milwaukee	71 1/4	71 1/4	73 1/4	74 1/4	73 1/4	73 1/4	75 1/4	74 1/4	73 1/4	73 1/4	72 1/4	72 1/4
MAY OATS.												
Chicago	44 1/4	45 1/4	46 1/4	47 1/4	46 1/4	47 1/4	47 1/4	47 1/4	46 1/4	46 1/4	46 1/4	46 1/4
Kansas City	43 1/4	43 1/4	44 1/4	44 1/4	43 1/4	43 1/4	44 1/4	44 1/4	44 1/4	44 1/4	44 1/4	43 1/4
St. Louis	46 1/4	46 1/4	47 1/4	48 1/4	48 1/4	47 1/4	48 1/4	48 1/4	47 1/4	47 1/4	47 1/4	47 1/4
Minneapolis	38 1/4	39 1/4	40 1/4	40 1/4	40 1/4	40 1/4	41 1/4	41 1/4	40 1/4	40 1/4	40 1/4	39 1/4
Winnipeg	47 1/4	48 1/4	49 1/4	49 1/4	48 1/4	48 1/4	49 1/4	49 1/4	49 1/4	49 1/4	49 1/4	49 1/4
Milwaukee	44 1/4	45 1/4	46 1/4	46 1/4	46 1/4	46 1/4	47 1/4	47 1/4	46 1/4	46 1/4	45 1/4	46 1/4
MAY RYE.												
Chicago	90 1/4	90 1/4	92 1/4	93 1/4	92 1/4	92 1/4	93 1/4	93 1/4	91 1/4	92 1/4	91 1/4	91 1/4
Minneapolis	82 1/4	82 1/4	84 1/4	84 1/4	83 1/4	83 1/4	83 1/4	84 1/4	83 1/4	84 1/4	83 1/4	83 1/4
Duluth	85 1/4	86 1/4	87 1/4	88 1/4	86 1/4	87 1/4	88 1/4	88 1/4	87 1/4	88 1/4	87 1/4	86 1/4
Winnipeg	85 1/4	85 1/4	88 1/4	88 1/4	87 1/4	87 1/4	88 1/4	88 1/4	87 1/4	88 1/4	87 1/4	87 1/4
MAY BARLEY.												
Chicago	57 1/4	57 1/4	58 1/4	59 1/4	59 1/4	59 1/4	59 1/4	59 1/4	58 1/4	58 1/4	57 1/4	57 1/4
Minneapolis	57 1/4	57 1/4	58 1/4	59 1/4	59 1/4	59 1/4	59 1/4	59 1/4	58 1/4	58 1/4	57 1/4	57 1/4
Winnipeg	58 1/4	58 1/4	59 1/4	59 1/4	58 1/4	58 1/4	59 1/4	59 1/4	58 1/4	58 1/4	57 1/4	57 1/4

Decision Against Federal Trade Commission in Lorillard Case.

The Federal Trade Commission filed a petition in the United States District Court at New York for a writ of mandamus compelling the P. Lorillard Co. and the American Tobacco Co. to submit for inspection all "papers and telegrams received from jobber customers throughout the United States and all letters and telegrams sent to jobbers," alleging these papers were necessary to the pursuit of an inquiry directed by a Senate resolution.

The court decided against the Commission, not only on the narrow ground that the inquiry failed to specify a violation of law, but on the broad ground that must appeal to businessmen generally that the Senate had no authority itself or by the Commission, to embark upon such a fishing expedition. In part the court said:

The Fourth Amendment provides:

"The right of the people to be secure in their * * * papers, and effects, against unreasonable searches and seizures, shall not be violated, and no warrants shall issue but upon probable cause, supported by oath or affirmation, and particularly describing the place to be searched, and the persons or things to be seized."

This command of the Constitution, properly interpreted, is a prohibition against Congress granting powers to the Commission for unlimited searches and seizures of letters and documents. The act makes plain the duty of the Commission to gather, compile, and publish for use in its proceedings what may be voluntarily offered or submitted in response to request or demand. It may also make investigation independently, but the exercise of visitatorial power over private corporations must keep within restrictions of the Fourth Amendment. "Neither branch of the legislative department, still less any merely administrative body, established by the Congress, possesses, or can be invested with, a general power of making inquiry into the private affairs of the citizen." *Interstate Commerce Comm. v. Brimmon*, 154 U. S. 478, 14 Sup. Ct. 1134, 38 L. Ed. 1047.

As was said by Mr. Justice Brewer in *Re Pacific Ry. Comm. (C. C.)* 32 Fed. 241:

"There is no doubt that Congress may authorize a commission to obtain information upon any subject which, in its judgment, it may be important to possess. * * * But in its inquiries it is controlled by the same guards against the invasion of private rights which limit the investigations of private parties into similar matters."

It is the duty of the court to so construe the act as to save the statute from constitutional infirmity. *Knights Templars' & Masons' Life Insurance Co. v. Jarman*, 187 U. S. 197, 23 Sup. Ct. 108, 47 L. Ed. 139; *U. S. v. D. & H. Co.*, 213 U. S. 407, 29 Sup. Ct. 527, 53 L. Ed. 836; *Hariman v. Interstate Commerce Comm.*, 211 U. S. 407, 29 Sup. Ct. 115, 53 L. Ed. 253.

Section 6 (b) grants to the Commission the right to require corporations coming within its jurisdiction to make reports concerning their affairs and thus to furnish to the Commission such information as it may require. And subdivision (a) of section 6 calls upon the corporations in question to report upon specific matters as provided in subdivision (b). If the corporations fail in reporting or the reports are false, the Commission is entitled, upon properly showing the probable cause, to demand due disclosures and access to the inspection of any specific, necessary, and relevant papers, excluding such papers as may be privileged. In other words, there must appear to be some reasonable cause for a search such as a definite complaint charging a specific wrong and thus presenting an inquiry which would have reasonable and readily ascertainable limits. Such a construction of subdivisions (a) and (b) of section 6 would effectuate the intent of Congress and the procedure can be kept within constitutional limits. *United States v. L. & N. R. Co.*, 236 U. S. 318, 35 Sup. Ct. 363, 59 L. Ed. 598; *Veeder v. United States*, 252 Fed. 414, 164 C. C. A. 338. Such a construction would seem to be in accord with the discussions in the Senate when this legislation was enacted. See 51 Congressional Records, pt. 13, 63d Cong., Second Session, pp. 12747, 12800, 12806-11, 12918, 12927. It was not intended to grant an unlimited power of inquisition or an unlimited right of access to books and papers of private parties not engaged in any public service or a search without basis of some facts tending to establish a charge of wrongdoing.

It is now well established that a corporation is entitled to invoke the guaranties of the Fourth Amendment against unreasonable searches and seizures in as full a measure as would a person or partnership. *Silverthorne Lumber Co. v. United States*, 251 U. S. 385, 40 Sup. Ct. 182, 64 L. Ed. 319; *Coastwise Lumber Co. v. United States*, 259 Fed. 847, 170 C. C. A. 647.

In the papers submitted on this application, there is no showing of the existence of probable cause. The relief prayed for is in general terms and includes all papers and telegrams received by each respondent from its jobber customers located in different points throughout the United States and copies of all letters and telegrams sent by each respondent to such jobbers during the period from January 1, 1921, to December 31, 1921, inclusive. Such general demands made in other warrants of law, such as a subpoena duces tecum, have been condemned as not giving a reasonably accurate description of the papers wanted, either by date, title, substance, or subject to which they relate. *Ex parte Brown*, 72 Mo. 83, 37 Am. Rep. 426; *Carson v. Hawley*, 828 Minn. 204, 84 N. W. 746.

In *Boyd v. United States*, 116 U. S. 616, 6 Sup. Ct. 524, 29 L. Ed. 746, the court quoted with approval Judge Camden's language in *Entick v. Carrington* and *Three Other King's Messengers*, 19 Howell's State Trials, 1029, wherein he said:

"Papers are the owner's goods and chattels; they are his dearest property; and are so far from enduring a seizure, that they will hardly bear an inspection; and though the eye cannot by the laws of England be guilty of a trespass, yet where private papers are removed and carried away the secret nature of those goods will be an aggravation of the trespass, and demand more considerable damages in that respect. Where is the written law that gives any magistrate such a power? I can safely answer, there is none; and, therefore, it is too much for us, without such authority, to pronounce a practice legal which would be subversive of all the comforts of society."

To grant the relief prayed for by the petitioner would be to permit an unreasonable search and seizure of papers in violation of the Fourth Amendment. It was not the intention of Congress to grant such unlimited examination and inspection by the legislation in question, nor, indeed, did Congress have authority to do so under the commerce clause of the Constitution. It would be unreasonable and unjust to accede to the demands of the petitioner, and the application for the peremptory writ of mandamus against the respondents *American Tobacco Company* and *P. Lorillard Company* is denied.—283 Fed. 999.

Extending Federal Credit to Stimulate Exports.

Big exporters prominent in the eyes of the grain trade are building much on the extension of federal credit to stimulate exports from this country. Some are, and have been for some time, the important longs in this market. It is true that requirements for Europe (well known for months) are greater than for last year; but the probable fair production in Argentina, and the fact that the Orient will not this year be sharp competitors for such a large portion of the surplus from exporting countries, quite important also as price factors, are for the time being left out in the analyses presented to the public.

The necessities and requirements for Europe were accorded a very unimportant place in the calculations early in the crop year, wholly on the theory of their inability to finance the volume they would require. On the problem of whether or not supplies will be sufficient to meet world requirements, there is room for argument, in fact a firm conviction in many quarters that there will be plenty to meet any contingency.

A well advised authority, commenting on European conditions and the London conference, says—"The financial experts of each country, (i. e. the major European nations, also Japan and the United States) are vigorously urging a reconciliation of rival programs, in order to prevent a world crisis."

If the theory is correct that 50 to 75 million dollars credit extended to European countries will mean 400 to 500 million dollars additional value to United States Foodstuffs, then it seems equally certain that the "Dear Peepul" of this great and glorious country will pay at least 75% of the increase; and then, it naturally follows that the farmer will pay a still higher cost for what he must buy.—*Pope & Eckhardt Co.*

THE ILLINOIS Commerce Commission suspended until Mar. 30, 1923, the proposed advance in telephone rates sought by the Vermilion County Telephone Co.

Change in Chicago Contract Grades; and New Rule on Insolvencies.

Members of the Chicago Board of Trade adopted by ballot Dec. 11 the following changes in the contract grades of wheat, as provided in Rule XXII:

Contract Wheat Grades.

Sec. 3. On contracts for grain or flaxseed for future delivery the tender of a higher grade of the same kind of grain or flaxseed than that one contracted for shall be deemed sufficient. For delivery on and after August 1, 1923, all contracts for wheat, unless otherwise specified, shall be understood as for "contract" wheat and on such contracts a tender of the following described grades of wheat in such proportions as may be convenient to the seller, but in no case an amount less than 1,000 bushels of any one grade in one elevator, shall be deemed a valid tender at the price differences mentioned in the following schedule; subject, however, to the provisions of Section 5 of Rule XXI:

No. 1 dark hard winter wheat...	at 1½c per bus. over contract price.
No. 1 dark northern spring wheat	
No. 2 dark hard winter wheat...	at ½c per bus. over contract price.
No. 2 dark northern spring wheat	
No. 1 hard winter wheat	
No. 2 hard winter wheat	
No. 1 yellow hard winter wheat	
No. 2 yellow hard winter wheat	at contract price.
No. 1 red winter wheat	
No. 2 red winter wheat	
No. 1 northern spring wheat...	
No. 2 northern spring wheat...	
No. 3 dark hard winter wheat...	
No. 3 hard winter wheat	at 5c per bus. under contract price.
No. 3 yellow hard winter wheat	
No. 3 red winter wheat	at 8c per bus. under contract price.
No. 3 dark northern spring wheat	
No. 3 northern spring wheat...	

The last paragraph of the section reading as follows, was stricken out:

"On contracts for wheat, rye or oats, for future delivery in store in no case an amount less than 1,000 bushels of any one grade in one elevator, shall be deemed a valid tender."

New Rule on Insolvencies.

The following rule on insolvencies was adopted:

Sec. 1. Whenever the sec'y, or the Claims Insolvencies Com'te, shall ascertain that a member has failed to meet his obligations or is insolvent, or that a firm or corporation registered upon the Exchange has failed to meet its obligations or is insolvent, the Board of Directors, on presentation and confirmation of the evidence, shall suspend from membership in the Ass'n, such member, partner in such firm, or any officer in such corporation.

Sec. 2. When a suspended member applies for reinstatement, he shall furnish to the Claims and Insolvencies Com'te a list of his creditors, and a statement of the amounts originally owing, and the nature of the settlement in each case. Notice of the proposed consideration of the application shall be given through the sec'y, who shall post said notice upon the Bulletin Board for 15 days. Upon the applicant presenting satisfactory proof of settlement of all his creditors, the Claims and Insolvencies Com'te shall recommend him to the Board of Directors for reinstatement and by a majority vote of those present he may be reinstated.

Sec. 3. If the Claims & Insolvencies Com'te shall report in writing that the failure of a member, or of a firm, or of a corporation registered on the Exchange, has been caused by reckless or unbusinesslike dealing, or by conduct inconsistent with just and equitable principles of trade, and that any member, or members, of this Ass'n have been guilty of, or a participant in, such misconduct, such report shall be deemed a charge of dishonorable or dishonest conduct within Sec. 9 of Rule IV, of which charge such member, or members, shall have notice, and if upon the hearing of such charge any member shall be found guilty, he shall be suspended or expelled from membership in the Ass'n.

Sec. 4. Every suspended member shall file with the sec'y of the Exchange, within thirty days of his suspension, a written statement containing a complete list of his creditors, and the amount owing to each.

THERE is no power on earth that can plow an acre of ground as cheaply as a horse, says Geo. I. Christie, Director of the Indiana Experiment Station.

A 10 PER CENT reduction in the cost of transportation from farm to port is provided for in an amendment to the ship subsidy bill introduced by Senator Brookhart.

The Sage of Glencoe

By J. J. FITZGERALD

"I tell you that you don't want to touch a thing around here until the adjuster comes. If you do, you can't collect a red cent under your policy."

The speaker was Uncle Jerry, the sage of Glencoe. The elevator had burned the night before, and Uncle Jerry, for some reason unknown, had slept through the fire. It was a terrible blow to him. He was born in the county; was the oldest man in it, and had never been beyond its borders except for a week he had spent in Chicago. He had been present at every dog fight that had occurred in the village since he was a boy, and the greater part of his time was now taken up with minute descriptions of happenings of bygone days. He was exact in his dates; at least, he always mentioned year, month, and day in his recitals, and he knew the state of the weather at any given hour in 1870, 1885, or any other year under discussion. He had an opinion on every subject under the sun, and was never slow to express it.

Having been Justice of the Peace for one term, and being the possessor of a copy of Harvard's Annotated Statutes, Edition 1875, of course, he knew the law from cover to cover. Uncle Jerry's opinions were respected in Glencoe, chiefly, we suppose, for the reason that none felt able to dispute them. And so he reigned as never Czar or sultan reigned; but he missed the fire, and as it would be a topic of conversation for years to come, his prestige was in danger. But there was none to dispute him as he appeared on the scene in the morning, and "gave orders" to Charlie Bosworth, the owner of the elevator, that he shouldn't touch a finger to the pile of smouldering grain lest he should void his insurance.

"But," countered Charlie, "I have not enough insurance to cover my loss, and I don't see why I shouldn't save what I can out of the wreck; but even though I may not be a loser, why let good grain burn up?"

"Because you can't tech a thing until the adjuster comes around, and sees what you had. That pint's covered in Harvard's Annotated Statutes, and, anyhow, when I was in Chicago, I had a talk with a man there that knew the law, and he said he had an Uncle down in Virginny that had a fire, and he picked up some of the stuff that lay around, and he never did collect a cent. Take my advice Charlie, and don't tech a thing."

It's a terrible calamity to have your strength fail you in the day of adversity; but to be in an uncertain state of mind when action is necessary is killing. Charlie's horse sense told him he ought to get busy on the grain pile, and there were a dozen men standing around who would have been glad to have helped him. In truth, after the manner of men at a fire, they were anxious to do something. But they had heard Uncle Jerry's dissertation, and they thought that what he said was the law and the gospel, so they could do nothing but stand around and kick their heels.

The fire burned on. Every hour it ate its way farther into the grain pile; every hour the value that was left in the salvage was diminishing; but even so, Uncle Jerry's voice could be heard first in this group and then in that, and to every one he mentioned "Harvard's Annotated Statutes," and called attention to the time he was in Chicago.

Charlie had gone home to talk it over with his wife. She knew that every dollar they had in the world was tied up in the elevator; dollars that she had helped to accumulate through twenty years of married life by saving at every corner. She knew little about the business, and of course, had taken it for granted that everything was insured. It came as a shock to her to have Charlie tell her that he had about \$10,000 worth of grain on hand, and only \$5,000

insurance on it. He had figured on getting cars, which would have enabled him to have moved most of the grain the week before, but they weren't furnished, and he had just neglected to take out additional insurance.

He remembered that he had received some circulars from an Insurance company telling him about some sort of an automatic policy that would protect him for the full amount of his grain values at any time. He had laid them aside to read later; but had neglected to do so.

Mrs. Bosworth couldn't understand why it would be wrong to save property from destruction by fire, and especially so at this time when they stood to lose so much; but she, too, was under the spell of Uncle Jerry who had danced her on his knee as a child, and if he said that they would lose even the insurance they had if they touched the grain, then she thought it would be best to wait. Naturally she wanted to know what the insurance agent had said; and was informed that he too was in an uncertain state of mind, and just couldn't offer any advice. He was a chicken buyer, and insurance was merely a side line with him. He told Charlie that he often figured he would take a little time off, and read over a policy, but he was just never able to get to it. However, he got a letter off on the noon train to the company's office in Chicago, and reported the fire to them.

Early in the afternoon an automobile pulled up at the scene of the fire, and the occupant, a young man, made inquiries as to the cause of the fire, amount of grain on hand, etc. Charlie recognized him as the representative of an Insurance company who had called on him several times; but they were never able to get together due to certain defects in the elevator that Charlie just couldn't see were dangerous. He recalled, however, that the young fellow seemed to have a very thorough knowledge of his business, and he soon had him on the ground and in conversation.

"Why don't you get to work and get the grain out?" was the first question the Insurance man shot at Charlie. Uncle Jerry was within earshot. He pounced on the young fellow like a tiger. "See here, young man," he started in, "we don't need any of you city folks comin' around here to tell us what to do. I've bin to Chicago, ad I've read Harvard's Annotated Statutes, and I know something about this thing. And if Charlie here touches any of that stuff, he can't collect a cent of his insurance. Now the best thing you can do is jest to get in that car of yours and go on."

"Hold on, Uncle, hold on," remarked the new arrival. "I have had a little experience in this line of work before. I have handled a great many fires for the Insurance company I represent, and I know something about the matter. There's a man of your type in every town in the country. Now I'll admit that you are well intentioned and mean well; but our friend here stands to lose some good money by taking your advice. You may have been to Chicago, and you may have read Harvard's Statutes; but let me ask, did you ever read a fire insurance policy?"

Uncle Jerry had to admit that he never had; but he had heard it said at Chicago that it had a lot of fine print in it that was there to skin people.

"Well now, let's see," said the young fellow. "Here I have a copy of the Standard Policy used in this state, and here is what it says:

"If fire occur, the insured shall protect the property from further damage, forthwith separate the damaged and undamaged personal property, put it in the best possible order. . ."

"Let me see that," said Uncle Jerry eagerly. He couldn't just grasp the meaning of the policy when read to him; but after he had adjusted his specks, and slowly enunciated each

word, it began to dawn upon him that there were a few things in heaven and earth that he had never dreamt of in his philosophy. Still he was inclined to argue. "By Cracky," he said, "I never read that in Harvard's Annotated Statutes, and I don't think it's law in this state."

Uncle Jerry, Charlie, and the young insurance man were in the center of a circle formed of nearly all the male inhabitants of Glencoe, and it was very evident from the remarks that came from the side lines that Uncle Jerry's stock was sliding below par very fast. Our young insurance friend could sense the changed feeling, and knowing that he had the "Sage of Glencoe" on the hip, he was determined to put both of his shoulders to the mat, as he knew too well from past experience that such men with their over supply of misinformation are the cause of much loss due to the uncertain state of mind they place every one in at the time of fire. Thereupon he took the policy again, and holding it before Uncle Jerry said, "Here is another condition of the Standard policy that you should be familiar with. Right there it says:

"This company shall not be liable for loss caused directly or indirectly by neglect of the insured to use all reasonable means to save and preserve the property at and after a fire or when the property is endangered by fire in neighboring premises."

That means, of course, that our friend here is charged with the duty of saving whatever property he can. In other words, he is not supposed to stand around here cooling his heels until an adjuster arrives; but he is expected to have the damaged and undamaged property separated when the adjuster comes so that he may know what the loss is. And, by the way, Uncle Jerry, if you will just get yourself a policy and read it through, you will find that there is not a line in it about sending an adjuster around. The company usually sends one as a matter of courtesy, and to assist the insured in getting out his statements; but there is nothing in the policy which says that an adjuster must be sent to the scene of the fire."

All that Charlie needed was to be told by some one in whom he had confidence that he could go to work on the grain pile, and there was something about the young insurance man that gave people confidence in him. Before he had finished with Uncle Jerry, the men of the town were off for their shovels, and before nightfall, good progress had been made toward salvaging the grain.

The Insurance man had placed his car in the garage, donned a pair of overalls, and directed the men in their work, as he knew just how to dig into the grain pile to the best advantage. Just as the sun was going down over the hill, and the men were getting ready to break off for the night, they caught sight of Uncle Jerry hailing a man who was coming in from the country with a load of chickens. He had a book under his arm that looked very much like a volume of Harvard's Annotated Statutes, and he was addressing the chicken man in a very animated tone.

"I guess Uncle Jerry's sun is setting too," was Charlie's remark.

RUSSIA will have a shortage of 1,000,000 tons of cereals this winter reports Dr. Fridtjof Nansen.

MINNEAPOLIS, MINN.—Barring minor reactions the trend still appears to be upward and toward a stabilized farm value that suggests 55-60 cents for corn and 35-40c for oats, and even higher levels for wheat and rye. For the past three months we have pointed out the higher price range prospective in all grains and it is possible that the very material advances since then discount many of the constructive elements. Whether the advancing tendency continues depends greatly on the transportation question and whether or not bills now before Congress to extend European credits will be enacted into law.—Quinn, Shepherdson Co.

Data on Bulk Handling of Grain.

The handling of grain in bulk is becoming generally recognized as the most economical grain-handling system. The economy in bulk handling is due chiefly to the fact that grain flows readily and that by utilizing the action of gravity, supplemented by mechanical means, grain may be handled practically without manual labor and at a speed impossible to attain with the bag system. The highest degree of economy in bulk handling results only when the grain is continuously handled in bulk from the threshing machine to the mill or to a vessel for export. The merits of bulk handling are recognized by all grain-producing countries, and at present there is a widespread movement toward the adoption of this system of handling grain, write E. N. Bates and A. L. Rush, of the U. S. Dept. of Agriculture. A summary of their findings appeared in the Journal Nov. 25, page 710, but exact data are now available in Farmers Bulletin 1920 just issued.

An average of 45.6 minutes was required for two men to unload cars containing an average of 1,346.4 bus. of bulk grain, and an average of 76.3 minutes was required for 15 men to unload cars containing an average of 1,207.8 bus. of bagged grain. These figures include the time required for spotting the cars, breaking out, handling the grain, cleaning out the cars and placing the bulk grain in an elevator bin or piling the sacked grain 12 sacks high in a warehouse at Portland, Ore. Thus in the unloading of cars of equal size, bag handling consumes more than twelve times as much manual labor as bulk handling.

Investigations show that for power and labor it cost \$3.43 per car to unload, elevate and place in bins, cars averaging 1,346.4 bus. of bulk grain and it cost \$12.35 per car to unload and pile 12 sacks high in a warehouse, cars averaging 1,207.8 bus. of bagged grain. Thus the cost for unloading and piling bagged grain is four times the cost of unloading and placing in bins an equal quantity of bulk grain.

An investigation made at a stationary thrasher in 1921 showed that the extra labor cost of sack threshing amounted to approximately 2 cents a sack. A common rate for collecting sacks after a combine and piling them near a road is 2 cents each and 1 cent a sack is a fair estimate of the cost for each extra handling of sacked grain. This would amount to a saving of at least 2½ cents a bu. by handling grain in bulk from a combine.

Grain dealers in eastern Oregon who operate sack warehouses in connection with their elevators have stated that the labor cost for receiving sacked grain in the warehouse is six times the labor cost of receiving grain in bulk at the elevator.

The cost of the bags is a large item of expense in bag handling. Burlap bags, which are used almost exclusively for grain in the Pacific Coast states, have had a wide range of price in the last few years. The price of these bags in normal times ranges from about 8 to 10 cents each, but it was much higher during the war.

No definite information is available as to the actual amount the price of bags adds to the expense of bag handling, but it is thought that a conservative estimate of this expense to the farmer would be 2 to 4 cents a bushel.

An investigation showed that altho sacks were bot in the 1921 season by the farmers for 7 to 10 cents each, twine cost them from \$1.25 to \$1.75 a pound, approximately four times prewar prices. As there are about 175 strands to the pound of twine, the cost for twine would amount to close to one-half cent a bushel.

The loss in handling bagged grain from the combine to the warehouse is estimated at 2 pounds for each bag. This loss is attributed to the shuffling of grain from the floor of the "dog house" by the bag sewers, failure to brush the grain off the top of the bags before dumping them from the combine, the bursting of bags in the field and on the wagon, and damage to the bags from mice before they are removed from the field. It was estimated also

that there is an average loss of 14 tons, or 0.5 per cent, in shipping a barge load of 2,500 tons of bagged grain from San Francisco to Stockton, Calif., and that for every 500-ton barge load there is usually a loss of 2,000 to 4,000 pounds, or 0.2 to 0.4 per cent, caused by handling of leaky bags.

Suit Against Warehouse Rate Control.

Suit has been started by the Pacific Coast Elevator Co., Portland, Ore., against the Department of Public Works of Washington, to prevent the department enforcing the reduction of warehouse rates in the territory south of Snake River.

The reduction as ordered by the department reduces the charge per ton on grain storage from \$1 to 75 cents. A temporary injunction has been granted the elevator company which prevents the new rates from going into effect until the complainants can prepare their briefs and present the case in court.

Southampton, Eng., Looking for Grain Imports.

The Byron Steamship Co.'s steamer "Admiral Hastings" arrived at Southampton Docks on Nov. 2 last with 3,000 tons barley, being the first Danubian grain ship to arrive at the port since pre-war days. The arrival of this cargo marks the beginning of a great development of the import grain trade at Southampton Docks.

For a long period the charges at the port on grain were higher than at other ports, and Southampton only received re-shipments in lighters from Bristol and London. Conferences which the Transport Committee of the Southampton Chamber of Commerce arranged with the manager of the docks (owned by the London and South-Western Railway Co.) led to a leveling down of the dock dues, owing to which action direct shipment of grain to Southampton has recommenced. In consequence, also, extensive developments of the grain trade at the port is confidently anticipated.

Frequent cargoes from the Argentine, the United States, Canada and Danubian barley provinces will be arriving; while the development of Persia as a barley-growing country will be perceptible at Southampton.—The *Milner*, London.

Hearing on Montana Elevator Margins.

At Conrad, Mont., Dec. 3, Attorney-General Rankin and J. M. Davis of the state department of agriculture held a hearing on margins taken by elevators in buying grain from farmers.

In attendance were many grain dealers, farmers, business men and representatives of other counties.

Rankin explained the purpose of the hearing and said that hearings were being held in various localities to determine the truth of the charges that gross inequities were being practiced by elevator operators in buying grain. If proven true, steps are to be taken to have legislation enacted to remedy the situation and, if the facts warrant, to start prosecution under existing laws.

He also expressed the opinion that railroads were much to blame; that they had known for months that cars would be needed to move the new crop and that it was their duty as a public service corporation to provide facilities for moving the crop.

L. L. Dean, mgr. of the Equity Co-operative Ass'n, explained his methods of grading grain brot to his elevator and explained the prices paid for the grain. Fancy grades commanded prices 12 to 14 cents above the card prices.

THE SUPREME COURT of Texas has affirmed the decision against the Panhandle Grain & Elevator Co. by the Court of Appeals, compelling defendant to abide by an arbitration award, and published in the Journal Sept. 10, page 330.

Temporary Stopping-in-Transit Privilege on Seed Oats.

The Railroad Commission of Texas has issued the following order to apply temporarily on all railroads and receivers in Texas:

"Amend Item No. 802 of Texas Lines Tariff No. 2-G, R. C. T. No. 43, by adding thereto paragraph (a-1) as follows:

"(a-1) Effective December 31, 1922, Oats may be stopped once for the purpose of clipping and cleaning only, either prior or subsequent to stop for any one or more of the purposes mentioned in Rule 1 other than milling, clipping or cleaning, at a charge of three (3) cents per 100 pounds, subject otherwise to the same rules, conditions and extra charges as govern the stop privileges provided in Rule 1."

On Jan. 17, 1923 the commission will consider the matter of the necessity of continued application of the regulation, and if to be continued, whether it will be necessary to continue it beyond Mar. 1, 1923.

Shippers are urged by H. B. Dorsey, sec'y Texas Grain Dealers Ass'n, to write to the commission commending the granting of the privilege but to protest against the three cents per cwt. charge. Railroads previously granted the privilege without charge, and as corn is granted similar privileges without charge, oats, which takes the same rate as corn, should also be granted the privileges without charge. Mr. Dorsey believes that if sufficient pressure against the charge is brot to bear on the commission, the three cent per cwt. charge will be rescinded.

Corn Show in Canada.

North Saskatchewan farmers recently held at Prince Albert the first corn show in the history of the province. The show disproved the old-time idea that the northern limits of the corn belt stop at the international border.

The corn exhibited was representative of the northern Saskatchewan area along the Canadian National Railway from as far east as Tisdale and as far west as Shellbrook. The bulk of the corn was grown in territory 300 miles north of the international line.

Championship honors were won by Stephen Schiedl of Wakaw with Yellow Flint corn. The reserve championship went to the Prince Albert jail farm's exhibit of Red Dent corn. Fred Bond of St. Louis won third prize with Squaw corn.

Varieties exhibited included red dent, white flint, yellow or mixed flint, early squaw, sweet corn (yellow or white), sheaf fodder corn, and popcorn.

The judge was Professor Manley Champlin of the Saskatchewan College of Agriculture. He comes from the heart of the corn belt in the United States and has done much to popularize corn growing among the farmers of Western Canada.

"I once thought," said Prof. Champlin, "that North Dakota was the northern limit of the corn belt. The show proved that excellent corn can be grown several hundred miles farther north than was believed possible twenty years ago. The yellow dent that captured the sweepstakes was the equal of any corn of its kind grown anywhere."

"Fine corn, especially of the dent variety, has been grown for several years in the Red River valley in Manitoba. Corn growing is being taken up in other parts of the West and there is no reason why in the near future, all Western Canada to a distance of 300 miles north of the United States border should not take its rank definitely in the corn belt. Modern varieties and modern farming methods are crowding both the corn and the wheat belts far northwards."

A RECORD of 1,342.31 bus. of corn raised on 10 acres was established under official auspices by Wm. R. Gilmore of Croton, O. He was entered in the "Hundred Bushel Club" competition and was top man with his average of 134.2 bus. per acre.



Norfolk's Water Front.

Though the World's War brought distress and disaster to many, it seems to have been a blessing in disguise to the city of Norfolk, for it brought home to its citizens a clearer conception of the possibilities of the port and a feeling that the city had not taken full advantage of its opportunities. A movement had been started to provide facilities for handling merchandise cargoes several years before the war. In fact, the city had acquired water front property for a series of piers, but abandoned the work of development when the government took over the city property for its great army supply base. The large use made of Hampton Roads by the government during the war, opened wide the eyes of Norfolk to its splendid natural advantages as a port. Hence it was but natural that steps should be promptly taken to develop its facilities for handling export and import trade after the war was over.

Early in 1920 the city organized a Port Commission to supervise the city's activities in providing piers, warehouses and grain elevators and to foster the development of the port. The Port Commission, which is an advisory board, is composed of leading citizens and busi-

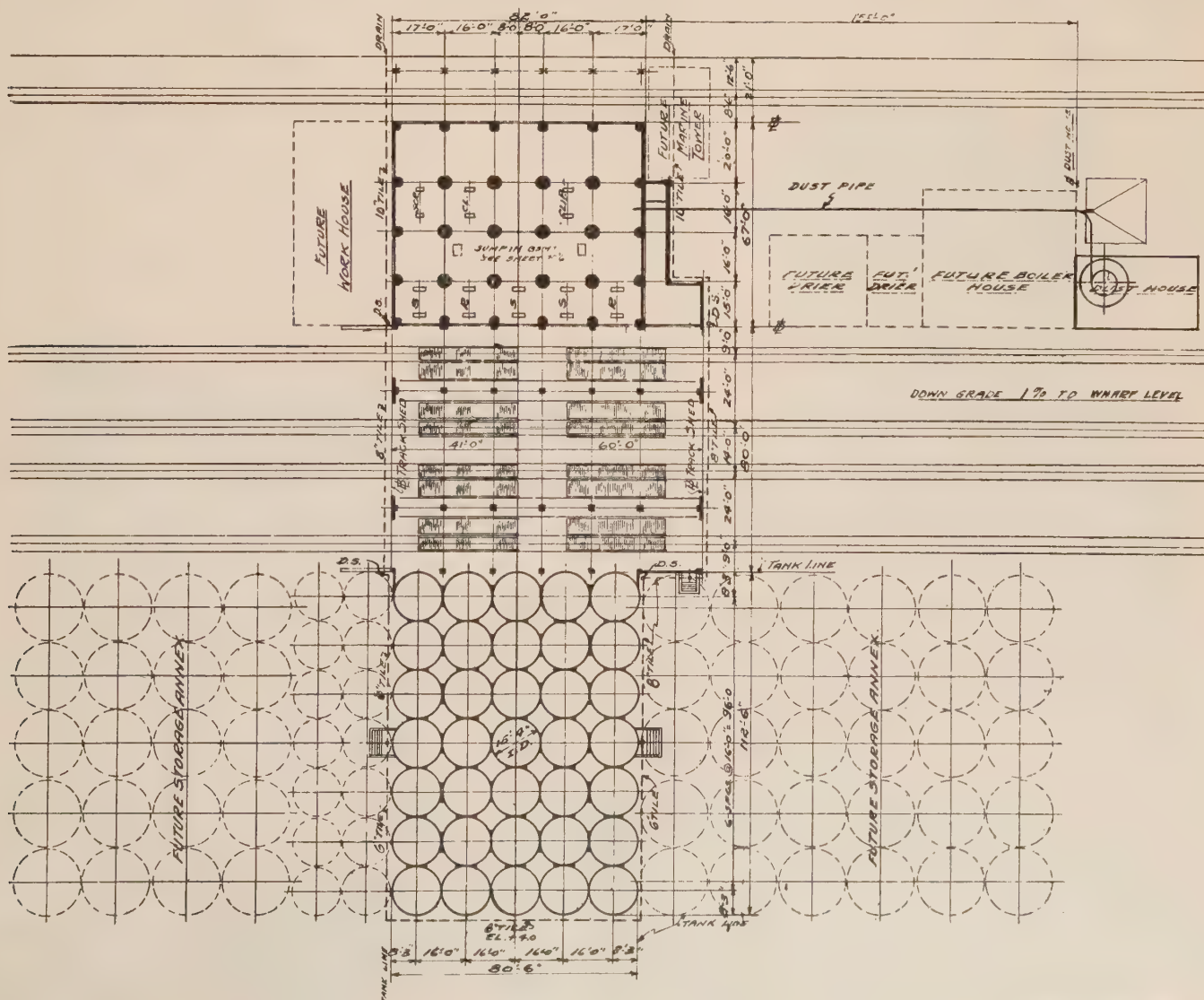
ness men of Norfolk who serve without pay. The personnel of the present board is: Barton Myers, Chairman; T. S. Southgate, Vice-Chairman; Chas. E. Ashburner, City Manager; Arthur G. King, Director of the Port; W. A. Cox, M. J. Caples, John S. Jenkins, E. E. Palen, Fergus Reid, Geo. W. Roper; R. E. Steed, City Clerk and Secretary.

Mr. Barton Myers, a man of broad business experience and foresight, is the leading spirit in the move for port development at Norfolk and is largely responsible for the Municipal Terminal Project. Mr. Chas. E. Ashburner, the able City Manager, takes a keen interest in the improvements, and acting under the authority of the City Council and with the advice of the Port Commission and Supervising Engineers advertised for bids, awarded contracts for the construction work and has general charge of the improvements.

When the Port Commission formally advised the city to go ahead with the construction of the Municipal Terminals, a competition for plans was held, open to engineers specializing in harbor improvements, terminals and grain elevators. This competition occurred in

January, 1921, and the leading engineers of the country submitted competitive plans and specifications. The Folwell-Ahlskog Company and their associate, Neff & Thompson, entered the competition. They presented plans for the utilization of the land owned by the city which foreshadowed a growth of business not previously conceived of by the enterprising merchants of the city and showed such a grasp of the requirements and so much initiative in their suggestions for the development of the terminals that the Port Commission unanimously decided to engage the Folwell-Ahlskog Co. and their associates Neff & Thompson to prepare the working plans and specifications and to supervise the construction work of the entire project, including the grain elevator, wharves, merchandise sheds, piers, dredging of slips, filling and clearing property, railroad tracks, water supply, roads and electrical power.

Contracts were entered into with Sanford & Brooks for the foundations and cofferdams, with A. M. Crain & Co. for the construction of the grain elevator and the Raymond Concrete Pile Co., for the marginal wharves.



Ground Plans for the New Municipal Terminal Elevator of Port Commission at Norfolk, Va. [See pages 783, 4; 839, 845]

It is the story of Montreal right over again. The man who 20 years ago suggested that the City of Montreal, 1000 miles from the Atlantic, build grain elevators to load ocean steamers was looked upon as a fit subject for a psychopathic hospital. Notwithstanding the St. Lawrence River is open to navigation only seven months of the year, Montreal received and shipped 138,453,980 bushels of grain in 1921 and during the season of navigation just closed, 154,550,000 bushels. The Port of Norfolk is open to navigation every day of the year and its deep channel to the ocean, 18 miles away, is free from rocks and rapids so it would seem that with an ever growing export trade for North America, Norfolk's export grain trade should have an even greater growth than Montreal.

If Norfolk had been equipped to handle grain in the last two years its elevator could have been kept busy even though it got only a small portion of the overflow from the Northern ports which were badly congested most of the time. It is fortunate indeed that the members of the Port Commission are men with vision because they have built a grain elevator and merchandise piers with a view to growth and development. While the improvement clearly depicted by the engraving on the outside front cover page will give the city modern rapid handling facilities for grain and merchandise it merely depicts what the enterprising Port Commission is willing to start with. It is confident of developing a shipping business which will require much larger facilities.

The ground occupied by the first unit of Norfolk's Municipal Terminals was first bulkheaded and filled in and then the 35 ft. channel

was dredged alongside of the elevator so that ocean steamers can be quickly loaded with bulk or sacked grain without the use of lighters. The elevator stands upon a firm foundation of piling high above the high tide water line. The piers and wharves are supported by 60 ft. reinforced concrete piles which were pre-cast and driven with jets both vertically and at different angles to take care of the different stresses to which the wharves will be subjected.

The city property upon which the Municipal Terminals is located on the Elizabeth River at Sewells Point has approximately a half mile frontage and is one and a half miles deep. The project as outlined by the engineers required the relocation of the Norfolk & Portsmouth Belt Line Ry., which cut the city property in two in such a way that it could not be used to the best advantage. Negotiations were entered into between the city and the Belt Line Ry. and an exchange of property was made. The Belt Line right-of-way was re-located to the south of the city property so that the city terminals would not be cut in two. In this way it became possible ultimately to construct three piers instead of two and without a waste of water frontage.

The adopted plan provided for the construction of three merchandise piers 1200 ft. long with 300 ft. slips on each side, the center pier being 494 ft. wide and the other two 300 ft. wide. One of the slips will be indented or dredged into the land a distance of 2000 ft. for the purpose of providing water front for the grain elevator. The piers will ultimately be covered with transit sheds and supporting warehouses for handling merchandise. The piers are of the solid filled type and are sur-

rounded by marginal wharves 35 ft. wide constructed of reinforced concrete decks supported upon concrete bearing, spur and sheet piling. All of the slips will be dredged for 35 ft. depth. Upon each wharf will be two railroad tracks for handling heavy materials such as rails, timber, machinery and steel work directly from the cars to ships. Gantry cranes traveling along the wharves will be used to facilitate the handling of cargoes. Warehouses will be constructed of concrete, those on the water front being two stories high and used for transit purposes to and from cars and vessels. Behind each transit shed will be three depressed railroad tracks for switching and transporting merchandise by cars.

The plan of the center pier, which is 494 ft. wide, provides for two transit sheds, one on each marginal wharf, and a supporting warehouse in the middle with two sets of railroad tracks between the supporting warehouse and each transit shed. These warehouses will be several stories high and will be used for long time storage. On the shore in the rear of the piers, ample space is provided for warehouses from which merchandise will be transferred to the transit sheds and ships by means of electric storage battery locomotives and trains of cars operating upon concrete roads. The warehouses will be constructed of reinforced concrete on pile foundations and will be provided with electric hoists, package chutes, conveyors, freight elevators, electric lights and power, fire protection and sprinklers.

The plans of the engineers provide for an ultimate expenditure of twenty-five million dollars covering a period of years as the growth of the port requires. In February, 1921, the citizens of Norfolk at a special election author-



Working House and Storage Annex of Municipal Elevator, Norfolk, Va.
[See pages 783, 4; 839, 845.]

ized the sale of five million dollars of bonds to begin the construction of the first unit of the terminals, which provides for the construction of a grain elevator of three-quarters of a million bushels capacity, a marginal wharf and slip for the use of the grain elevator the central pier with its slips, marginal wharves and transit sheds, together with necessary sub-stations, clearing, filling and grading of property, construction of railroad yards and concrete roads and dredging.

The wharves: It is interesting to note that alternative bids were taken on the construction of marginal wharves designed entirely of reinforced concrete and upon a combination wharf design of concrete supporting platform on creosoted piling. When the bids were opened it was found that wharves constructed entirely of concrete could be built for even less than the composite wharf having creosoted piling, be built for even less than the composite wharf the latter being subject to risk of fire, torpedoes and in the course of time, to decay. Accordingly, the marginal wharves are being constructed entirely of reinforced concrete.

The contract for the 35' 9" concrete marginal wharf for the grain elevator was awarded to the Raymond Concrete Pile Co., who began work in June, 1922. A large level space back of the west bulkhead was available for their casting yard and concrete plant, and here were laid rows of wooden forms several acres in extent. Reinforcing steel, gravel, sand and Portland cement were delivered by barges and unloaded by derricks. A cubic yard concrete mixer was set up, and the concrete after being mixed was transported by cars and dumped into the forms in which the reinforcing steel had already been fastened. After the concrete was poured and the exposed sides stroked and smoothed evenly, tarpaulins were spread and kept wet for several days to prevent checking from the sun's rays and air. As the finished piles are 60 ft. long and weigh twelve tons each, heavy cranes and derricks were necessary to lift, transport and place them in position for driving. The nature of the soil required that water jets be used to assist the steam hammers of the floating pile drivers and sink the piles to required depth. For this purpose, large pumps capable of producing a pressure of 250 lbs. per sq. in. at the end of a 1-3/4" nozzle were used. The bearing and spur or batter piles were 18" square and 60 to 65 ft. long. The retaining wall of the wharf under the deck was composed of 18" thick sheet piling with tongue and grooved sides.

The concrete deck and bearing piles were designed and constructed to carry two of the heaviest locomotives and trains of cars that are likely to be run over the wharf. In addition, provisions were made for the foundations of the future grain galleries.

The concrete marginal wharf, as well as a temporary timber slip and bulkhead and a pile jetty protection on the far side of the grain elevator slip were completed before December first.

Actual work of the construction of the grain elevator was begun in March, 1922, and after the cofferdam and pile foundation were completed, rapid progress was made on the grain elevator structure. The first concrete was poured on the 22nd of June and on the 31st of August the top of the workhouse, 204 ft. above, was reached. Some delay in the completion of the elevator was caused by railroad embargoes and coal strike, but it was ready to take in grain on the first of December and will be entirely finished on the first of January.

Dredging Channels: The dredging of the channels and filling of property by the Atlantic, Gulf & Pacific Co. is an important part of the work interesting even to a layman. The dredge of the suction type, one of the largest in existence, has 2,000 horse power engines and pumps the excavated materials often to a distance of two miles back from the main channel. The pipe line ran on pontoons and bulkheads to shore and then over land, at places buried under railroad tracks and roadways.

The capacity of the dredge is from 24,000 cu. yds. per day for short distances to half that amount for the maximum distance. Working steadily day and night several million yards were dredged and pumped to fill in low and swampy land which will form valuable building sites for future industries in the rear of the piers.

The Grain Elevator Plant: The grain elevator plant consists of a 250,000 bushel workhouse, a 550,000 bushel storage annex, a receiving track shed having four tracks and eight pits, a drier having a capacity of 2,000 bushels an hour, a dust house, a boiler house, an office and a welfare building. The workhouse fronts upon a wharf and slip which is dredged deep enough for ships drawing 25 ft. of water. Between the workhouse and storage annex are four receiving tracks elevated approximately 17 1/2 ft. above the water level, with a grade of about 1% leading out from the track shed.

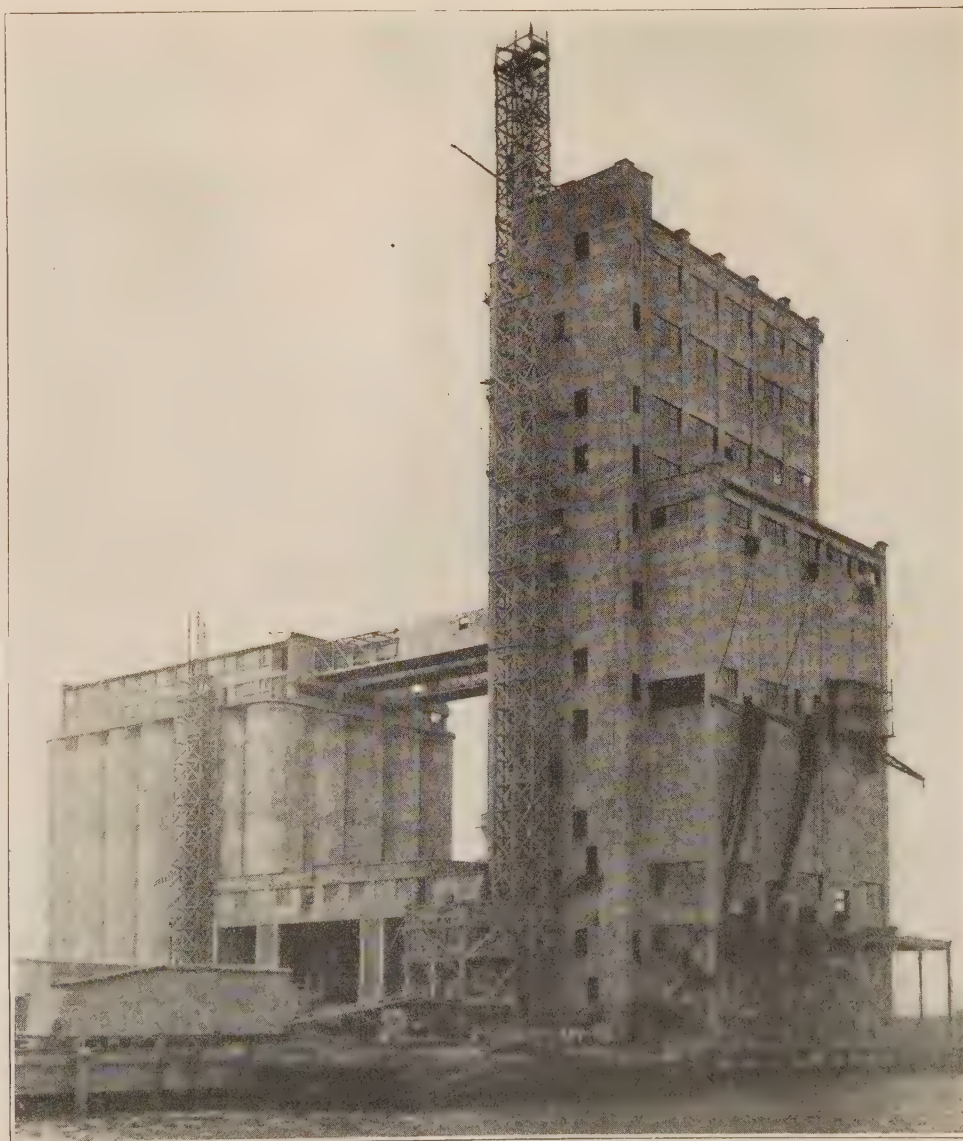
At the rear of the workhouse beyond the track shed is located a storage annex of 35 tanks arranged in five rows of seven tanks in each row. The circular bins have a storage capacity of 14,000 bus. each and the 24 interstices 3500 bus.

A marginal wharf constructed of concrete 35' 9" wide, except in front of the workhouse where it is reduced to 21 ft., and 1400 ft. long will be used exclusively for grain elevator purposes. At present time, shipment by vessel will be by means of direct spouts

from the workhouse, but as export business increases a belt gallery system will be necessary. The galleries will be constructed on top of the marginal wharf and may from time to time be extended over the merchandise pier sheds for loading vessels while taking on merchandise cargoes.

The grain elevator is designed with a view to large extensions without rebuilding or changing previous construction. Space has been left for increasing the workhouse and track shed to double their original lengths and for adding successive units of storage bins until the complete plant has reached its maximum, which could be ten million bushels total capacity or as large as a single plant should be for economy of operation. A special feature in the construction of the first unit of the storage annex is that two stories have been provided over the bins, the upper one being used to accommodate the conveyors leading out from the workhouse, and the lower story immediately above the bins to be used for belt conveyors extending at right angles to future storage addition.

The workhouse is a square bin structure of reinforced concrete four bays or 67 ft. wide and five bays or 82 ft. long and 204 ft. from the bottom of the foundations to the top of the roof. Its 47 bins range in capacity from 800 to 13,000 bushels. An ample and well lighted basement provides accommodations for the elevator leg pits, conveyors, air compressor and other machinery, and a 22 ft. work-



Dock Side of Working House of Municipal Elevator at Norfolk, Va.

[See pages 783, 4; 839, 845.]

ing story between first floor and bins provides space for the cleaning machines, oat clippers, scourers and spouting, interlocking and signal systems.

Surmounting the bins is a six story cupola of reinforced concrete containing the leg head driving machinery and motors, garners, scales, transverse and drier conveyors, and conveyors leading out to the storage annex, as well as spouting required for handling grain.

The house contains eight legs of large capacity. The two receiving and 3 shipping legs are 25,000 bus. capacity, the largest ever installed in an elevator. These legs are equipped with two rows of 8x8x20" Buffalo buckets staggered on a 42" rubber belt running over a 96" head pulley which revolves at a speed of 27 R. P. M. In case of an emergency the two receiving legs may also be used in expediting the rapid shipment of grain.

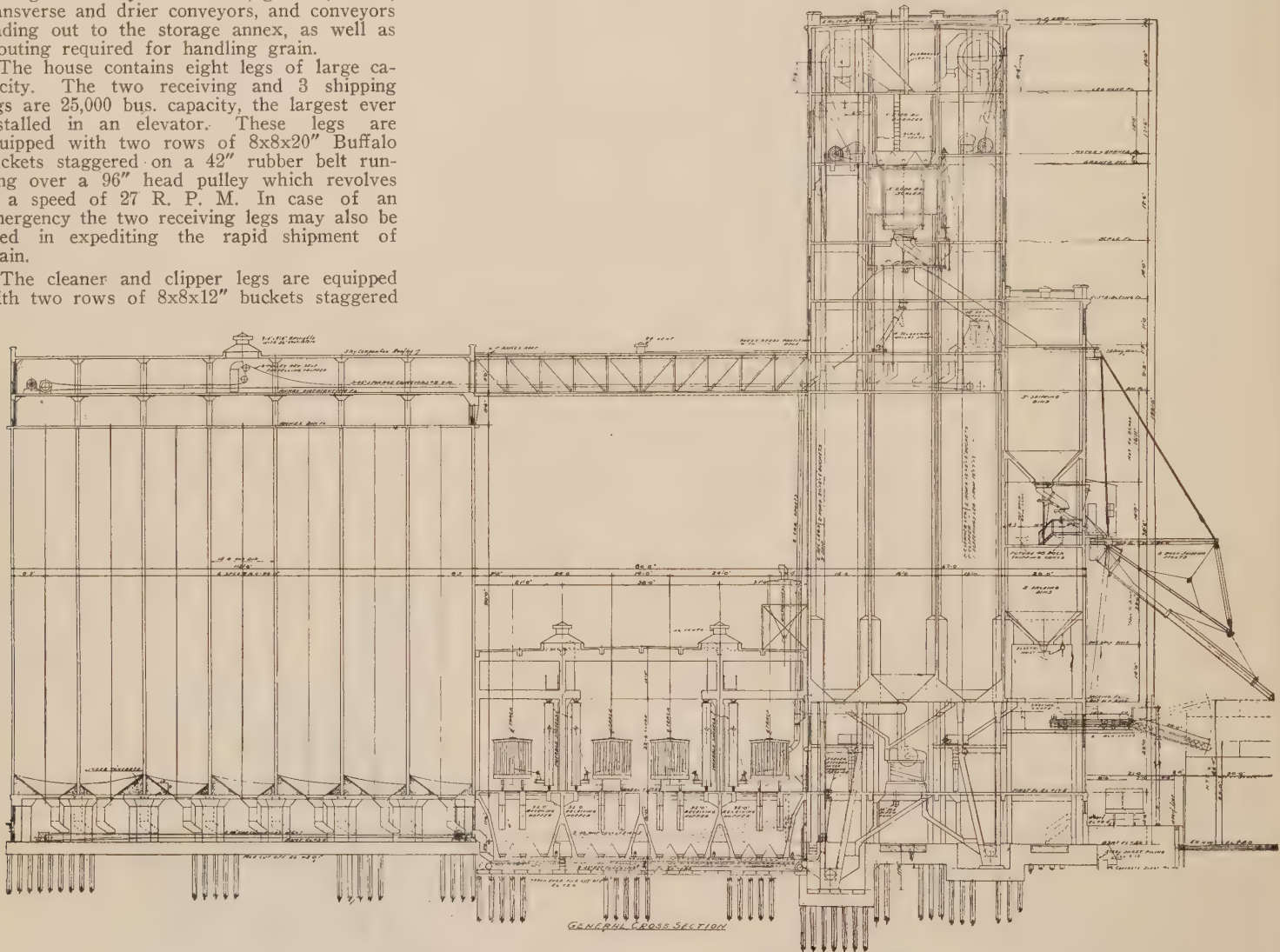
The cleaner and clipper legs are equipped with two rows of 8x8x12" buckets staggered

on a 26" rubber belt. The screenings leg is equipped with one row of 7x7x12" buckets on a 14" rubber belt. All head pulleys are 96" in diameter.

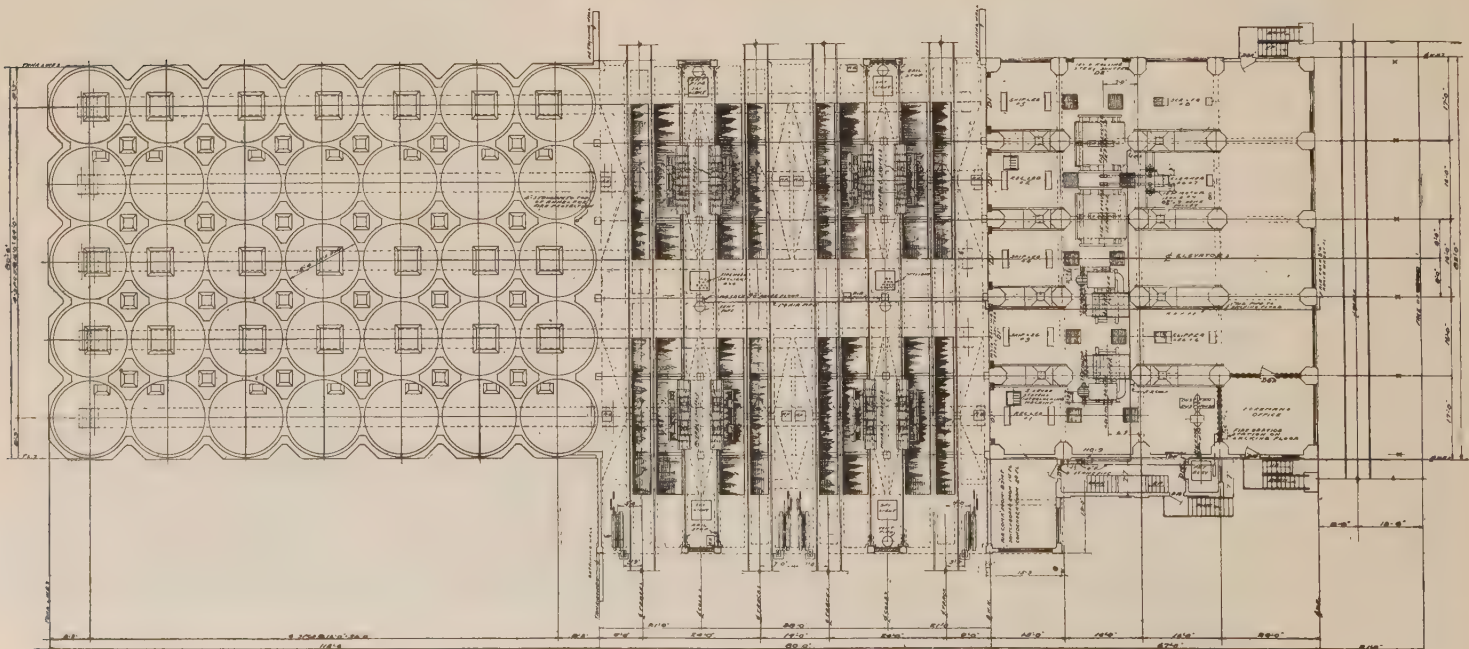
The two receiving and three shipping legs are each driven by a 200 h.p. motor located

on the garner floor with silent chain drive from motor to counter shaft and rope drive from counter shaft to head shaft. A friction clutch is attached to drive sheaves for each rope drive.

The cleaner and clipper legs are each driven



Cross Section thru Storage Annex, Track Shed and Working House.



Basement Plan of Municipal Elevator at Norfolk, Va. [See pages 783, 4; 839, 845.]

by a 75 h.p. motor and the screenings leg by a 40 h.p. motor. Silent chain and rope drives are used for securing speed reductions on these legs similar to that on the receiving and shipping legs. The drier leg will be similarly equipped and operated by a 75 h.p. motor.

In the first story is a large, commodious office for the house foreman. The first story is separated from the track shed by means of five 10x10' rolling steel shutters and one of the same size is installed in the west hall so as to admit heavy machinery.

Cleaning facilities are provided by the installation of two of the largest size Eureka warehouse separators and two large combination Eureka smutters and oat clippers for cleaning, scalping, smutting and aspirating grain. The separators are provided with lime feed attachments. The screenings from the cleaning machines are carried by screw conveyors to a screenings leg, elevated and stored in a screening bin and from there shipped either in bulk or sacked. The oat clippers are provided with ball bearings and have a capacity of 25,000 bus. per day.

The dust from the cleaning machines and sweeper system are blown through air pipes to cyclone dust collectors located over the dust house where it can either be shipped in bulk or sacked and shipped by cars.

For separating oats from wheat and similar operations two Carter-Mayhew separators are provided. The cleaning machines are of wood construction covered with galvanized sheet metal.

The receiving pits, garners and scale hoppers are of ample size, each having a spouted capacity of 2,000 bushels. Provisions have been incorporated in the design for addition of car dumping machines when the receiving capacity may need enlarging.

All conveyor belts are 48 inches wide, which will give them ample capacity to carry the sudden rush of grain from scale hoppers or transfer grain to the full capacity of any leg.

Five hopper scales of 120,000 lbs. capacity are installed in the cupola. The weighing standards are the regular terminal elevator type and have printing and recording attachments and weight lifting devices. The scale hoppers and frames are constructed of steel

and are provided with safety check rods, hand holes, bull's eyes, doors, ladders and dust aprons. The entire scale installation is designed to comply with the grain hopper scale specifications of the I. C. C. docket No. 9009 and all revisions and addenda thereto, and subject to the approval of the Norfolk Weighmaster.

Each scale hopper is provided with a rotary valve 54 in. in diameter, operated by levers and link rods with devices for holding in open or closed positions. Above each scale is a garner constructed of reinforced concrete having grain openings provided with steel plate slides stiffened with angles and supported on anti-friction rollers.

The operating levers are made of wrought steel and have devices for holding in closed position. Under each scale is a turn head spout operated by a hand wheel and geared mechanism with an indicator so that the weighman can route the grain from the scale through any spouts desired. By this system the weighman will have complete control of the direct spouting of grain to the storage conveyors leading to the annex, to the shipping bins, to the car spouts, to transfer conveyor, to the drier, or to the bins in the workhouse.

Receiving Grain by Cars: The successful operation of a grain elevator depends largely upon a proper track arrangement. The Norfolk elevator is well provided with railroad facilities. Approximately five miles of tracks are in the storage yard and ample room remains for additional tracks when required. The grain receiving tracks, of which there are four, are each a half mile long, 1000 ft. of which is west of the elevator where loaded cars will be held until they are pulled into the receiving shed by a heavy four drum car puller. The tracks are elevated 17½ ft. above the water level to avoid having the receiving pits too deep below water and to provide down grade for cars leaving the elevator.

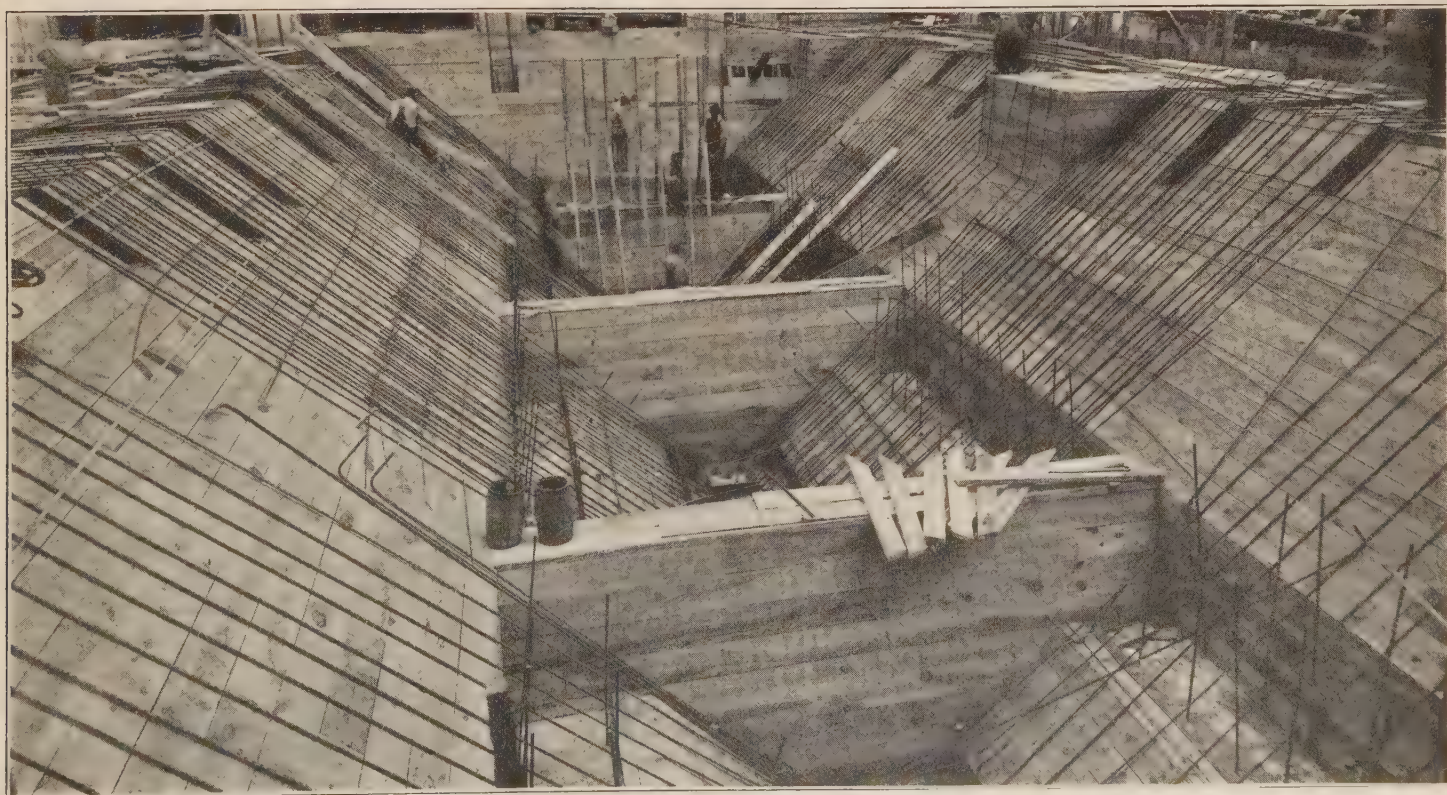
At the inception of the plans the engineers were faced with the problem of choosing a method of unloading cars. After carefully studying the available car dumping machinery it was decided to install power shovels. Cer-

tain improvements, however, were introduced in the way of traveling shovels and elongated receiving pits to avoid uncoupling and spotting each car. Peterson pneumatic car door openers or rams were also installed. With a view of adding car dumpers in the future, provisions were made for them in the track shed.

Receiving Grain From Vessels: At present there is little grain imported into the United States except from Canada, which arrives partly by rail and partly by lake vessels. The time may come when considerable grain and seed will be imported into the United States from foreign countries. Therefore, provisions have been made in the design of the Norfolk elevator for installing in the future a marine leg of the combination cross head and boom type for unloading ocean going ships and the possible installation of a smaller pneumatic leg for unloading barges and small Chesapeake Bay craft.

Shipping Grain to Vessels: The working-house of the elevator being fronted directly on the wharf, it will be possible to discharge grain directly by spouts into ships at a maximum rate of 100,000 bus. an hour, the average rate being somewhat less on account of the time taken in trimming a ship. As the export business increases, berthing space will have to be provided to load more than one vessel at a time. Accordingly, provisions have been made for extending grain galleries from the elevator in either direction along the wharf from underneath the shipping bins of the working-house. The galleries are 20 ft. wide and 9 ft. high to provide space for two 48-in. conveyors in either direction, or a total of four conveyors from the elevator. It is, however, possible should necessity arise to install four additional conveyors under the sacking bins, which are located below the shipping bins, and by running separate inclined galleries to the level of the main galleries, a total of eight shipping conveyors may be provided.

Above the shipping spouts on the water side of the workinghouse is a small lookout house for the loading foreman. A telephone gives him communication with all parts of the plant. Valves and levers give him control of the flow



Preparing Forms for Pouring Concrete to Make Four Receiving Pits under Track Shed of Municipal Elevator, Norfolk, Va.
[See pages 783, 4; 839, 845.]

of grain to loading spouts and dock conveyors.

The wharf as constructed is 1400 ft. long, and contracts have been let for 3000 ft. additional of concrete wharf to enclose the center pier. When the pier sheds are completed in the near future, the conveyor galleries may be extended over them for loading vessels with grain at the same time they are taking on cargoes of merchandise. This system may be further extended to other piers that may be built.

It is often necessary to place four or five tiers of sacked grain on top of bulk grain to keep the cargo from shifting in rough weather. This is more particularly necessary for a ship taking on an entire cargo of grain. Two-thirds of the time required by a vessel taking grain from an elevator is consumed by the slow and costly method of hand trimming and sacking, and in many ports, labor unions are so strongly opposed to any machinery for sacking that it has been customary for many years to do this work by hand. It may be possible, however, that in Norfolk where the custom of hand sacking is not yet rigidly established, to install and operate sacking machinery, and provisions have been made in the design for the addition of such equipment. Five sacking bins have been provided on the wharf side of the workinghouse underneath which is a story for containing the sacking machinery and conveyors or chutes leading to ships.

Storage Annex: On the shore side of the workinghouse beyond the track shed is located a storage annex consisting of 35 reinforced concrete tanks connected with the workinghouse by concrete tunnels below and steel bridges above. Underneath the bins is a high and well lighted basement, in which are five 48" rubber shipping belts with draw off spouts and belt loaders. Over the bins is a two story cupola, the top floor of which is used for the storage conveyors running out from the workinghouse, and the lower story is designed to accommodate the cross conveyors for future additional storage tanks. In the cupola are three 48" rubber belt conveyors, each having a two-pulley self-propelling double discharge tripper, with space between for additional belts.

A special feature of the shipping conveyors in the basement of the storage annex is, that three of them run directly to the shipping legs and are spouted from all of the bins of the storage annex. Grain can be spouted to each of these belts from one, two or three rows of bins thus facilitating thoro mixing and rapid shipping. The other two conveyors are arranged for spouting from certain bins and discharge onto the receiving conveyors in the track shed so that, if desirable for fast shipping to vessels, all five of these conveyors may be put into operation. All conveyors are driven by motors, the speed being reduced by silent chain drives.

Over the bins is a complete concrete floor with covered man and spout holes for keeping in the dust. Access to the bins is provided by means of a man hoist with safety brakes, for lowering a man in a bowsman's chair. The cupola and basement are well lighted and ventilated with windows and louvers and in the roof special ventilators and monitors are provided for ventilation. In conformance with general practice on the Atlantic and Gulf Coasts, the Norfolk elevator is provided with small bins so that small lots of grain can be cared for without waste of storage space.

Prevention of Fires and Grain Dust Explosions: In designing the Norfolk elevator, the engineers made a special study of means to prevent dust explosions which have in the past occurred in many grain elevators with disastrous results. The workhouse, storage annex, drier, boiler house, dust house, welfare and other buildings have been constructed separately and where connected by tunnels, bridges, or other passageways, strong steel fire doors have been provided, which are kept closed except when opened temporarily for the passage of workmen and are thereupon automatically

closed. All bins have been covered with concrete floors and garner and scales have been provided with dust aprons for the purpose of confining the dust.

The drier has been constructed in a separate building and arranged for separate supply of fresh air for both drier and cooler chambers and provided with a complete dust collector system.

All buildings have been equipped with windows having ventilated steel sash and Gilmore Louvres which are provided with opening and closing devices and fusible links for quick release in case of fire. The bridges between the storage annex and workhouse are covered on the sides with galvanized corrugated iron which, together with the large window areas and louvers, will provide immediately release of high pressures in case of explosion. All surfaces of concrete work have been made smooth and window ledges and tops of beams have been made with sloping surfaces to prevent lodgment and accumulation of dust.

All of the electrical work is designed to prevent sparks or flashes in the open air. The wiring is in conduits laid in concrete. The motors are of the induction type without sparking commutators and oil switches and vaporproof globes are used throughout. The switchboard is placed in a room by itself with fire doors and an outside connection to the elevator. To prevent sparks from accumulation of static electricity, a grounded wire system for all revolving machinery, especially the elevator legs, cleaners, clippers, conveyors and fans, has been installed.

A separate tower of concrete was constructed at the east end of the workhouse for the accommodation of concrete stairs and a combination freight and passenger elevator with fire doors leading into the workhouse at each floor. Fire escapes are provided on the outside of the workinghouse, storage annex, track shed and drier. A fire service system installed in the stair tower with hose racks at each floor with automatic alarm connects with the Municipal Terminal fire pump station. Water is furnished from the city main by a complete high pressure loop around the elevator with hydrants at convenient locations.

A system of compressed air for blowing dust out of machinery and motors, cleaning the dust in the buildings and operating the pneumatic car door openers, having an air compressor, receiving tank and air pipes, is provided with flexible hose connections on all floors.

For collecting and removing dust from the grain elevator plant, a system of fans, sweepers and cyclone collectors has been installed, which will collect dust from various parts of the elevator, drier, leg and conveyor pits and cleaning machines and discharge it into the main collector over the dust house.

Drier: The drier building now under construction is located at the east end of the

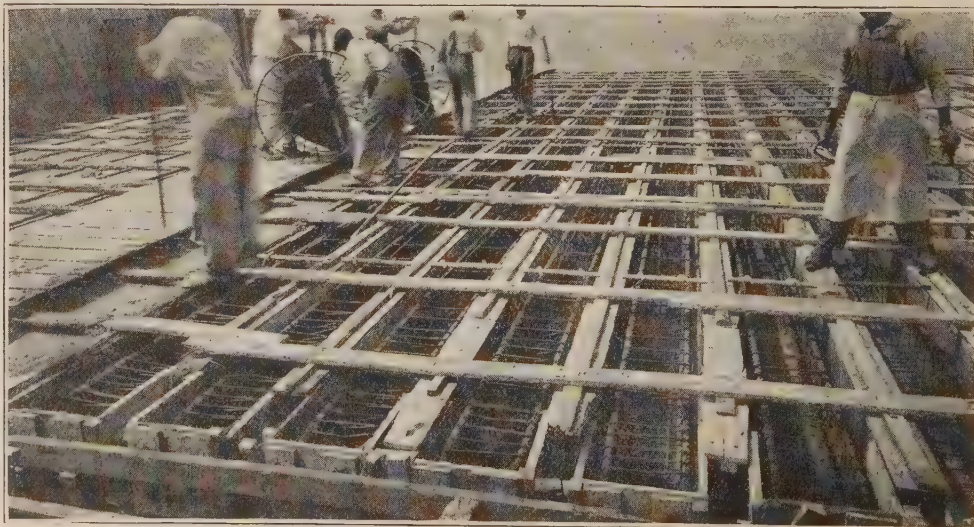
workhouse, a distance of about 30 ft., and will be a reinforced concrete structure 32 ft. square by 150 ft. high resting upon pile foundations. The first installation consists of two units of 1000 bushels, each sub-divided into divisions of 500 bushels for drying half lots. Above each thousand bushel drier unit is a garner having an approximate storage capacity of 6000 bus., which is provided with cut off valves and levers controlled from the cooler floor. Below the cooler chambers are two garner of 6000 bus. each to temporarily hold dried grain, which is discharged through hoppers and belt loaders upon a belt conveyor leading to a special drier leg in the workinghouse. Grain is transported to the drier on a 42" belt conveyor from any elevator leg in the workinghouse.

The drier equipment is of Ellis manufacture. Separate supplies of air are sucked by fans from outdoors and is blown through the drier and cooler chambers, the air for the drier first passing over the heating coils. The drier is constructed for operation in separate batches or continuously with a mechanical feed, which is driven by a small electric motor and is so regulated that any degree of moisture reduction may be obtained within the range of the machine. The drier is guaranteed by the manufacturer to remove 6% of moisture content from 1,000 bushels of corn from 21% down to 15%.

The Ellis drier is the first installation in which provisions have been made for collecting and disposing of all of the dust. Many fires have in past years occurred in drier buildings on account of the accumulation of dust in the drier coils and chambers, and for this reason special efforts have been made in its design to provide to eliminate fire risks, the most effective means being to keep it free from dust. Separate sources of fresh air are provided for both the drier and cooler.

The dust from the drier and cooler chambers is collected into groups of small hoppers located under floors constructed of open gratings. The air from these chambers is exhausted upwards through blast pipes that terminate in a dust settling chamber at the top of the building. Here by means of baffles the dust is separated from the air, which passes out through louvers above the chambers, the dust being collected in hoppers under the floor and by means of live suction pipes carried to the fan in the basement. From there it is discharged to a cyclone located over the dust house and either burned in the furnaces, shipped in bulk or in sacks, for which a Giant packer is provided.

Power: The entire plant is operated by electrical power furnished by the Virginia Railway & Power Co.; its lines connect to transformers at the sub-station about 300 ft. east of the elevator. This sub-station meters and



Forming Reinforced Concrete Piles for Municipal Elevator at Norfolk, Va.
[See pages 784, 4; 839, 845.]

transforms 3 phase, 60 cycle, 11,000 volt current to 440 volts for electric power and to single phase, 220-110 volts for lighting, and distributes it to the elevator, pier sheds and to other parts of the Municipal Terminal.

A switchboard has been provided in a separate fireproof room in the workhouse, from which main feeders are run to the various parts of the plant. Each machine is driven by a separate motor having an auto-starter and oil switch. All wiring is in conduits laid in concrete and all electrical work, including the distributing power and lighting panels, cut out cabinets, pull boxes, outlets, receptacles, extension cords, lighting fixtures, motors, starters and oil switches and lamps are installed in conformance with the requirements of the National Electric Code.

In connection with the electric power installation a complete system is provided to stop, but not to start the motors driving elevator legs and conveyor belts. Push buttons are provided at each floor of the elevator and along the conveyors where in an emergency an operator may immediately stop the motors.

A telephone system of the Selecto type, with mine style of receivers and transmitters enclosed in dust proof boxes, is provided with stations at convenient places in the plant and connected with the Superintendent's office, the electrical sub-station and fire station.

Electric signal lamps of various colors provide communication between the receiving car pits and the men operating the interlocking levers, and also between the first and scale floors for the receiving and shipping legs. The operation of the signals is interlocked by means of electrically operated switches, so that certain sequences may be maintained, making it impossible for the operation to be made in error even if the wrong button is pushed.

Welfare Building and Office: A two-story building, 32 ft x 51 ft., constructed of concrete will be located at the west end of the workhouse between the wharf and the receiving tracks. In the first story will be a carpenter and blacksmith shop and separate rooms which

will be provided with lockers, lavatories and other sanitary conveniences for the white and colored laborers.

In the upper floor will be a general office for clerks, with private offices for bookkeeper and superintendent, and an office and laboratory to be used by the Federal supervisors and Norfolk Grain Inspectors.

The building will be well lighted with electricity and a steam heating plant will be installed in the basement.

Concrete walks and roadways will be constructed to provide access.

The elevating, conveying and transmission machinery as well as the spouting and car-pullers was supplied by the Webster Mfg. Co.

The Zeleny Thermometer System for recording the temperature of grain in the cylindrical bins, and the journal alarms for the elevator boots were installed by the Western Fire Appliance Works.

Peterson Car Door Openers were supplied by Strong Scott Mfg. Co.

The 44 ballbearing motors furnished by Fairbanks-Morse & Co. range from the two 2-h.p. motors used on the bag conveyor to the five 200-h.p. motors operating the receiving and shipping legs. Two of the motors are direct connected, four are connected by means of leather belts, and all the rest are connected to the driven pulleys by means of silent chain supplied by the Link Belt Co. Two No. 37 Eureka Clippers of the armored type will handle all the oats. The machines will be driven by Morse chain and self-aligning ball bearings of enormous size have been provided to insure absence of vibration. The oats receiving or scalping shoe on top of each machine will be of the divided, compound type. To each clipper will be attached a special device for feeding lime. For packaging the oat clips and dust an Iron King armored or iron clad automatic packer has been installed. This machine is designed to pack the greatest weight possible into a 40-in. sack. All these machines were supplied by the S. Howes Co.

The two No. 415 Eureka Compound Elevator

Separators are equipped with an improved mechanism for automatically cleaning the screens. A uniform feed is assured by feeder of the gate and revolving roll type.

Elevator Managed by Experienced Men.—E. J. Martin, a grain elevator manager of 18 years' experience at Chicago, and more recently at Omaha, Neb., has been employed to take charge of the Norfolk elevator as manager. Assisting him as superintendent of the elevator will be M. P. Green, formerly superintendent of Elevator J at Chicago.

The municipal grain elevator will be operated as a strictly public elevator, performing its services for all patrons impartially at the same schedule of charges. To secure the same efficient handling as the best privately owned terminals the Port Commission has contracted with two leading Chicago grain firms to operate the plant as joint lessees.

The tariff of charges, rules and regulations is on the same basis as the charges at Baltimore, Md. The first tariff, effective Nov. 1 provides as follows:

The following charges will be made for the various services at the Norfolk Municipal Grain Elevator:

Inspection.—No grain will be received in store until it has been inspected and graded by authorized inspectors, unless by special agreement.

The right is reserved to decline to receive or store unsound or unmerchantable grain.

Insurance.—Unless otherwise instructed by owners, this elevator will cause to be insured against loss by fire, for account of whom it may concern, all grain while in the Norfolk Municipal Grain Elevator, at annual rate of 25 cents per \$100 of value and for shorter periods at short term percentage of that rate as promulgated by the Southeastern Underwriters Ass'n. Loss or damage by fire on grain not so insured at owners' risk.

Unless otherwise instructed by owners, this elevator will cause to be insured against loss by explosion, for account of whom it may concern, all grain while in the Norfolk Municipal Grain Elevator at annual rate of 15 cents per \$100 of value, and for shorter periods at short term percentages of that rate as promulgated by the Southeastern Underwriters Ass'n. Loss or damage by explosion on grain not so insured at owners' risk.

Elevator certificates will be issued for the actual weight of grain received and elevator



Driving Concrete Piles at Different Angles to Resist Different Stresses, for Municipal Elevator, Norfolk, Va.
[See pages 783, 4; 839, 845.]

charges will be based thereon. Loss or damage by deterioration from heating or other inherent causes at owners' risk.

Warehouse receipts will be issued by the elevator at its office upon proof of payment of freight and charges.

Storage on bulk grain from cars for the first twenty (20) days, or any part of same, including receiving, also delivering in bulk to vessels or cars, 1 cent per bushel; each succeeding day, or part of same, 1/25 cent.

Handling, 1/4 cent; screening and blowing, 1/4 cent; maximum charge for both mixing, blowing and screening of part or all of any parcel (the rate to apply on entire parcel), 3/16 cent; mixing to apply on total quantity mixed, 1/4 cent; delivering in bags (specific weights), sewing or tying to be performed by the owners), 1/4 cent; chemical treatment for destruction of weevil, 1/2 cent per bushel. Reloading or trimming in cars, \$1.00 per car; clipping, 1 cent per bushel.

Domestic Grain Trade of Norfolk.

One of the most effective forces now working to promote fair dealing and to obtain more equitable freight rates is the Norfolk Grain & Feed Dealers Ass'n. This Ass'n was formed about a year ago to correct abuses of the trade among the local merchants, and has maintained a traffic department. The enormous results accomplished demonstrates that there was room for this organization, the Chamber of Commerce-Board of Trade being composed of all the merchants in every line of business could not specialize on the grain trade as can a smaller body, which gives all its time to this interest.

The Ass'n meets once a week to discuss trade and traffic. The officers are W. C. Scott, sec'y; Julian Powell, pres.; R. J. Gourley, vice pres.; and O. L. Stubbs, traffic mgr.; directors, Benj. F. Metzger, M. L. T. Davis, L. J. Smithwick, W. E. Flournoy, L. W. Cox, Geo. R. Abbott, G. F. Birdsong, J. H. Branch and J. G. Ambrose. The membership is between 20 and 25.

J. Gray Reid, appointed by the Chamber of Commerce, is the inspector of grain and hay for the domestic trade, and is maintained by the grain trade. The arrivals of grain last year were about 800 cars, of feed 1,000 cars, and of hay 1,000 cars annually.

Screw Conveyors.

The spiral screw conveyor is one of the oldest types of grain handling machinery. Practically no flour mill is without one and in feed mixing plants the conveyor is indispensable. For handling cement and other materials where abrasion of the material is no objection the screw conveyor finds its natural adaptation. When the operation is simply a movement of grain from place to place, elevator architects are glad to avail themselves of some other means, such as a belt conveyor if the quantity to be moved warrants the expense, or a substitution of elevation and spouting if the head room is available.

There are many locations where the conditions dictate the use of a screw conveyor. In remodeling an existing plant a short screw conveyor frequently solves an otherwise difficult problem in getting the grain from the new to the old part, or vice versa. In connection with shellers, bleachers and driers a conveyor will often give the desired regularity of feed and obviate the expense of special feeders for the machines.

Mixing of feed in the mixed feed plant can be done with the ordinary screw conveyor; but the manufacturers of conveyors have devised several ingenious modifications of the flight into paddles, cut flights and ribbons, that are more efficient as mixers.

Screw conveyors have considerable capacity. The large 14-inch conveyors used in a few terminal elevators will handle 3,000 bus. an hour. The conveyors are made as large as 22 inches in diameter, but a common size in a country grain elevator or mill is 9 or 10 inches. A 10-inch conveyor running 165 r. p. m. will carry 1,000 to 1,400 bus. an hour, and the

power will vary with the speed, taking about one horse power for a 20-foot length.

The horse power required by a conveyor is calculated by the Link-Belt Co. by multiplying the capacity in cubic feet per hour, by the weight of material per cubic foot, by the length of the conveyor in feet, and this by the arbitrary constant, 1.2 for grains. Dividing this by the arbitrary constant, 2,000,000 gives the horse power.

Altho the manufacturers furnish steel conveyor troughs, wooden ones are cheaper, and if used are profitably built on the job, using the wood box hangers supplied by the manufacturers.

Russian Agriculture Hopeless Under the Soviet Regime.

The Soviet "Commissar of Agriculture" laid the following report before the executive com'te of the communist party in Moscow:

"the area of autumn-sown land had decreased 15 per cent as against that sown last year, and barely exceeded 40 per cent of the pre-war-sown area. Bad as this was, it was good as compared with the prospects for the spring sowing. There was a deficiency of seed grain, and with the transport available it was impossible to supply half of the deficiency. Further, owing to lack of oxen and horses, the land could not be tilled. The number of peasant farms which had no horses, formed 30 per cent of the total number. The peasants who still owned horses found them so worn out and underfed as to be utterly useless, and last autumn in many governments, especially in the Ukraine, they had to dispense with them altogether and were obliged to harness themselves to the plow."

This decadence of agriculture may be expected to continue year after year under a system of government that the peasant knows will take his crop without reward. Why produce when you can not enjoy the fruits of your toil?

Every winter there will recur a starvation of the residents of the towns that no organized charity, however great, can alleviate.

Loadings of Freight.

Loadings of revenue freight for the week ended Dec. 2 amounted to 845,219 cars, according to the report of the car service division of the American Railway Ass'n. This was a decrease of 110,276 from the preceding week and an increase of 103,370 over the corresponding week in 1921. Much of the decrease under the preceding week is attributed to the observance of Thanksgiving, Nov. 30. Grain loaded during the week amounted to 5,449 cars less than the preceding week.

During the week ended Dec. 16, the Pennsylvania northwest region loaded and received from connections 13,015 cars, compared with 11,330 during 1921. For the first sixteen days of December, the Illinois Central carried 100,790 cars, against 78,641 a year ago and the C. M. & St. P. handled 77,346 carloads against 61,375 a year ago.

During the crop season the Canadian National railways loaded 51,236 cars containing 65,196,500 bus. of grain, compared with 42,160 cars and 53,352,000 bus. in the corresponding period of 1921.

Requisitions for freight cars over and above the current supply totaled 133,786 cars on Nov. 30. This was a decrease of 18,781 compared with the total on Nov. 23. The shortage of box cars amounted to 67,468, which was a reduction since Nov. 23 of 11,569.

The railroads of the United States carried a total of 467,900,164 tons of freight in the quarter ended Sept. 30. This was an increase of 5.89 per cent over the tonnage for the corresponding period in 1921. Agricultural products showed a slump during the quarter compared with 1921, the tonnage originated amounting to 28,135,979 tons, compared with 31,920,709 during 1921. This was a decrease of 11.86 per cent. Total tons carried of agricultural products also dropped from 59,612,632 tons in 1921 to 52,584,337 tons in 1922, a decrease of 11.79 per cent.

Market Forecasting.

By JESSE L. JAYCOX.

The immense profits possible by *correctly* forecasting the future course of prices of grains, stocks and commodities are so obvious that many grain dealers are eager to subscribe to any agency promising to perform this task.

Several tipsters have made a good living at Chicago for years by selling their "service." Many of the "forecasters" sell a daily market letter, and some put out a "wire service."

No matter how high-priced such a service may be it could be made to pay, IF GOOD. If a wire service costs \$100 a month, this expense could be covered with a fair margin of profit by making only one trade per month in 10,000 bus. of wheat at a profit of 3 cents per bushel, or \$300.

The question arises, Why should anyone who knows which way the market is going to move, take the trouble to sell the information when he could make much more by trading for his own account? This question is one the tipsters find it difficult to answer. The answer is that they have not sufficient faith in their own tips to trade for their own account. They know that something they had not calculated upon might intervene to upset their forecast of the market after they had entered the market, and wipe out their margin.

The writer has watched the work of these tipsters and compared their forecasts with the action of the market; and, unfortunately, without a single exception, there are periods of time, days or weeks, when the tipster is dead wrong on the market. All the profits made by the patrons of the tipster when he was right on the market are wiped out when he goes wrong, as he invariably does eventually.

There are men who know with a reasonable degree of certainty what the market is going to do, but they are not selling their knowledge. Selling information is too cheap a game for them to bother with. Some manipulators in the stock market, who know what they purpose to do with quotations, often give out reliable information, but their real purpose is to work up a following that can be led to take hold of any stock they select and take the stock later off the hands of the manipulators when the quotations have been worked up high enough. Those who waited for the manipulators to tell them when to sell out wait in vain, and are left to hold the bag.

Since all these tipsters, whether paid for a service, or giving gratuitous tips to work up a following, are certain to go wrong eventually it is a mistake to have any dealing with them or to subscribe for their market letters or wire services. The end will be loss and disappointment to the subscriber.

None of these paid tipsters knows any more about the market than the writer of the market letters for a reputable Board of Trade or Stock Exchange firm, which letters are sent to all patrons without charge. The market letter writer for a brokerage house is performing a legitimate service, as it is right in the line of his duty to call the attention of customers to the bullish or bearish news developments and factors controlling the market.

The only correct course is for each trader to be his own forecaster. By learning to be his own forecaster he always has his feet on solid ground instead of leaning on a reed that will break.

A few suggestions for those who may desire to do their own forecasting are given in the following:

The markets can go in only three directions, upwardly, downwardly or horizontally. The upward course of prices is described as bullish, or rising, the downward bearish or falling. The market having a horizontal trend is usually a "scalping" market. When bullish or bearish markets become very active they become "running" markets.

A method of trading that is successful in a bull market will not work in a scalping or bear market. Methods that succeeded in

scalping markets will not yield profits in running markets.

Before starting to trade the trader should decide whether the market is rising or falling, in its trend. In a bull market trade gets dull after each advance; in a bear market, trade decreases on each rally; in other words, the market moves in the direction in which it is active.

Another good method of diagnosing the bullish or bearish trend of the market is by close observation of the response it makes to bullish or bearish news. Information that has not been made public has no value in this diagnosis. In fact, no statistics, crop news or political information has any bearing on the market until it is translated into buying or selling orders emanating from the possessors of the news or information. When news or information is of such a character that some persons active in

the market may have earlier knowledge the news usually has been fully discounted by the movement of the price just before the information becomes common knowledge.

Some of the most successful speculators base their operations as much upon the failure of the market to respond to news as to the direct action. For example, when the market has remained at a high level for several days and then fails to go higher on the publication of a bullish item of news the market is ripe for a break. The following decline may be only a reaction in the bull market or may be the beginning of a bear market. It is more likely to be only a reaction when due to a temporarily overbought state of the market. Selling out by the lightwaisted bulls on the reaction gives the market a firm hold for a farther advance.

For successful trading in grain and stocks it is unnecessary to have information by wire

hourly of the current events. The market does not change its character so quickly. Even after decisive bear news has been published the market often will rally in a day or two to its previous high points, giving the trader ample time to change his position from the long to the short side. The market gossip in the afternoon and morning newspapers with letters from the leading commission houses should enable the outside trader to decide before the market opens in the morning whether to buy or sell.

(To be continued.)

New Concrete Elevator at Naperville, Ill.

On the C. B. & Q. Ry. at Naperville, Ill., stands the new 16,000-bu. concrete elevator of the Boecker Coal & Grain Co., built especially to take care of the local feed business. The house is 94 feet above rail and is 24x24 feet square at the base.

The plant was built by the Burrell Eng. & Constr. Co. and contains the following equipment: combination truck dump, corn hiker, corn and cob crusher, attrition mill, two small steel legs to take care of the feed end of the business, one shipping spout, one elevator loft leg and a Hall distributor. All the machinery is operated from a 110-h.p. engine located in an adjoining engine room, on top of which is built a cooling tower. A concrete and steel stairway leads from the basement to the second floor and a manlift operates from the first to the head floor.

Four steel sacking hoppers have been installed for local business, and the elevator itself has eleven bins, giving a total capacity of 16,000 bus.

The corn hiker is driven from a variable speed transmission in order to allow for the variation of speed needed in handling different materials.

The wagon shed and local shipping shed are built of wood, covered with iron. All machinery was furnished by the Weller Mfg. Co.

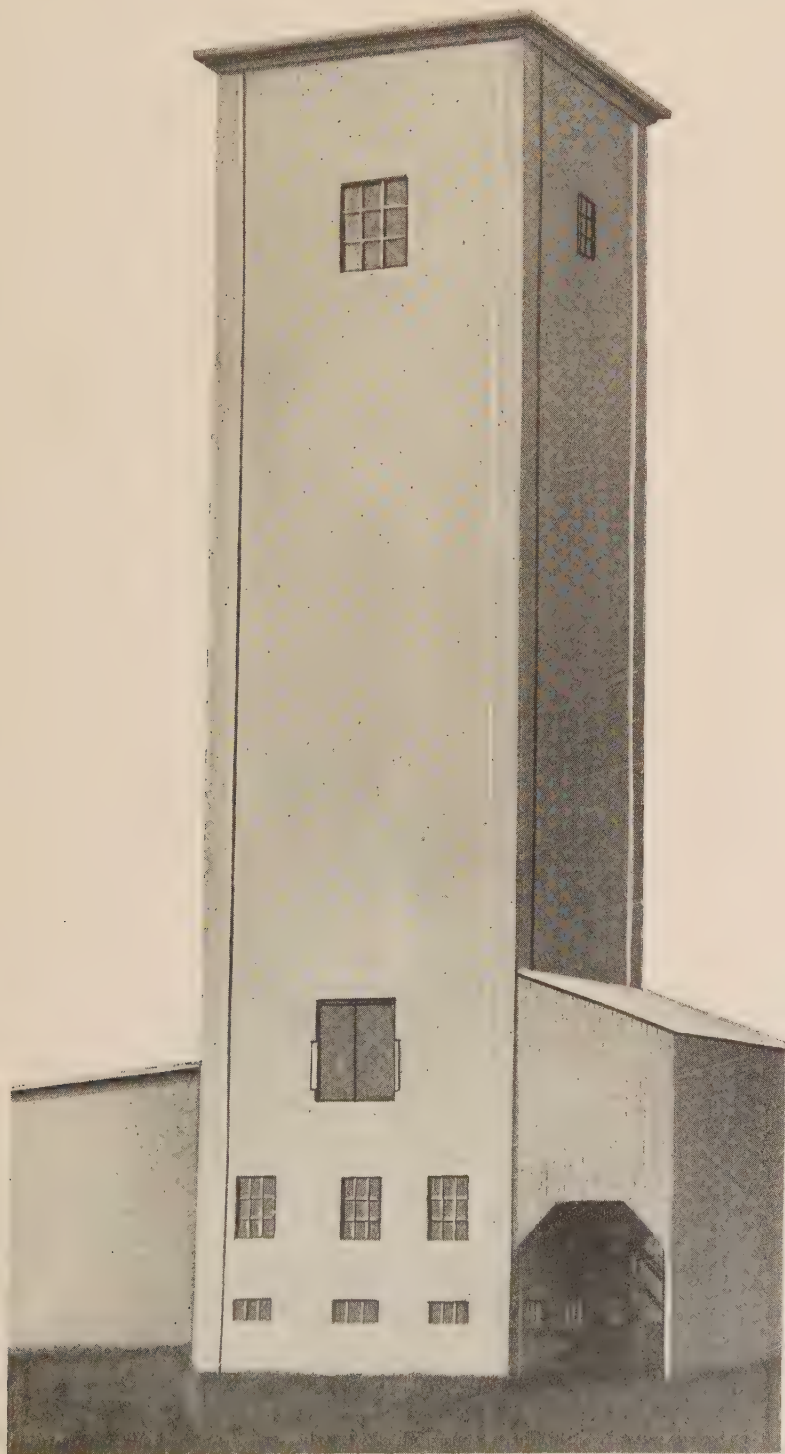
The Government's Final Report.

Government report yesterday was a big surprise. It shows that we produced 586 millions of winter wheat, which compares with the preliminary estimate of 542 million. Just where the 46 million was found is not stated altho the report increased the acreage 4 million. This country is certainly not improving in its crop report service, if it can't give information until two or three months after crops have been gathered. The spring wheat figures were raised about 2 million, so instead of having a total of 810 million we have 856 million, and this changes the "books" all 'round.—J. F. Zahm & Co.

The final government report for the year 1922, issued late yesterday, estimated the yield of all wheat during the past year at 856,000,000 bu., the yield of corn at 2,890,000,000 bu., the yield of oats at 1,205,000,000 bu., and the yield of rye at 95,000,000 bu. These yields were so far in excess of general expectations that there was a considerable amount of realizing at the opening.—Hulburd, Warren & Chandler.

The government report arbitrarily increases the winter wheat acreage a million acres over its previous estimate and goes back and increases the area harvested in 1921 by 700,000 acres, the basis for such change can only be known to the officials. To accept the present figure it is necessary to believe that some 48,000,000 acres were actually seeded last year, a figure that cannot be reconciled with any facts previously of public record.—B. W. Snow.

George Marcy says: "The government report is confusing and erroneous." We say a new system is necessary. The farm bloc had better work on plans to provide accurate statistics. Every line of industry is affected by crop figures and they must be made reliable.—C. A. King & Co.



Modern 16,000-bu. Concrete Elevator at Naperville, Ill.

Grain Carriers

THE GREAT NORTHERN is giving preference to cars of grain consigned to the North Dakota State Mill and Elevator at Grand Forks.

SEVENTY-FIVE cars a day until 600 are furnished will be placed for grain loadings on the Chicago division of the Illinois Central.

THREE GRAIN laden steamers were icebound Dec. 21 in Lake Erie, just below the mouth of the Detroit River.

WORK on the Welland Ship Canal will continue all winter giving employment to about 2,000 men. It had been planned to discontinue Dec. 1.

THE U. S. Railroad Labor Board has upheld its decision in denying maintenance of right-of-way men their request for time and one-half for Sundays and holidays, also for labor after eight hours of work.

ADDITIONAL tugs are being furnished at Fort William, Ont., to keep the harbor open and free from an ice blockade. Three or four million bus. of grain remained to be moved Dec. 18 with many ships waiting to load.

A FULL CARGO of 302,929 bus. of wheat was loaded into the Japanese freighter "Wales Maru" in 27 hours at the Girard Point Elevator of the Pennsylvania System at Philadelphia recently. This is record time for the elevator.

THE PUBLIC SERVICE Commission of Indiana has ordered railroads to put soy beans on the same rate as wheat, effective Jan. 1. The change was made upon petition of the Indiana Grain Dealers Ass'n and was decided Dec. 8.

THE NEW YORK Central Railroad declared an embargo effective Dec. 19: "On account of accumulation, embargo all bulk grain, export or domestic thru elevators, New York City and Weehawken, for all consignees, except on permits of Geo. Linn."

RAILROADS centering at Detroit, Mich., make a high charge for switching cars and grain dealers at that point have appealed to the Interstate Commerce Commission for relief. As no high charge is made at Toledo the dealers claim discrimination against Detroit.

CANAL BARGES are meeting with bad ice conditions on the eastern end of the New York State Barge Canal. Some boats left Buffalo eastbound on Dec. 10. All of the five 60,000 bu. barges of the McDougal Interwaterways Lines are eastbound with grain cargoes.

TEXAS LINES Tariff No. 2-G has been amended by the Railroad Commission of Texas by eliminating the words "mill feed" and "mill stuff" from the lists of articles subject to rates and transit privileges on wheat, under Item No. 1563-B. Amendment is effective on one day's notice.

THE INTERSTATE Commerce Commission in No. 12792, American Hominy Co., Indianapolis, Ind., v. Director General, as agent, found that 94 shipments of oats from Louisville, Ky., and Evansville, Ind., to New Orleans, La., for export, had been misrouted and ordered reparation, with interest.

THE ROCK ISLAND has placed an embargo on eastbound freight from Kansas City destined to all points on connecting lines and routed thru junction points in Illinois, Iowa, Minneapolis and South Dakota when requiring movement thru Trenton, Mo. Freight in transit will not be accepted.

THE C. B. & Q. issued an embargo No. 246 on Dec. 13 against acceptance of all freight from connections at Kansas City for all destinations and from connections at St. Joseph for eastward movement. Exceptions to the embargo are food for human consumption and feed for livestock. Cars in transit and not covered by other embargoes will be accepted as conditions permit.

Railroads propose to increase the minimum weight from 20,000 pounds to 22,000 pounds on hay in cars of standard size 36 feet, 6 inches in length and under. Hearings will be held in Chicago, New York and Atlanta on the matter, which is known as Docket No. 13 of the Consolidated Freight Classification Com'te.

THE INTERSTATE Commerce Commission found, in Docket No. 1593 and 1677, that the proposed elimination of oyster, clam and mussel shells from list of articles taking fertilizer rates under Western Trunk Lines exceptions to classifications were not justified. The commission ordered the suspended schedules to be canceled.

THE RAILROAD bill of lading com'te—eastern group—considered the requests for extension beyond Dec. 31 of the present time limit for acceptance of old forms of domestic bills of lading with stamped notation and concluded to recommend to eastern carriers that no further extension of the period for use of old forms be granted.

THE RECENTLY organized Chicago Steamship Lines Corporation has acquired a fleet of five new steel freighters to ply between Chicago and Detroit and Buffalo. The five boats are oil burners, 400 feet long and were built by the government at a cost of \$900,000 each. Five freighters with a total of 10,000 tonnage have been in operation for some time.

AN APPLICATION to abandon its 255 miles of rails has been filed by the Chicago, Peoria & St. Louis Ry. Co. The application states that the road has lost money ever since released from federal control and that it owes the state of Illinois \$120,000 for taxes in 1921. Fifty-two grain elevators are situated along the railroad's right-of-way with no other means of shipping their grain.

RECONSIGNMENT privileges at Norfolk will be cancelled Dec. 31 according to an announcement by railroads. The Norfolk Grain and Feed Dealers Ass'n is taking the matter up with the Interstate Commerce Commission seeking relief. The rule in force at present enables one shipper to move 24,000 lbs. of flour to more than one consignee at transit rates and a new minimum of 40,000 lbs. will be established.

ADDITIONAL transit privileges at Milwaukee, Wis., on shipments of coarse grain and flaxseed from St. Paul, Minneapolis, Winona, Minn., and La Crosse, Wis., when destined to Peoria, Ill., and St. Louis, Mo., have been provided in Supplement 18 to C., M. & St. P. tariff 7015-B, which went into effect Dec. 8. Corn, rye, oats or barley may be cleaned as well as milled, and flaxseed ground or graded at Milwaukee under the new privileges.

BOATS BEING offered for grain at Duluth are obtaining high rates. Recent charters on wheat to Buffalo, the boats to unload and not be held for storage, were 6½ cents per bu., but no business was done at that rate on Dec. 11, and the rate is uncertain. Boats to unload at Fort William were placed on Dec. 11 at 8 to 8½ cents per bu. Insurance has been extended to Dec. 15 for American ships and Dec. 20 for Canadian to enable shippers to clean up contracts.

EXAMINER F. N. Oliver in his report on I. C. C. 13215, Arkansas Jobbers & Mfrs. Ass'n v. C. R. I. & P. Ry., recommended that rates on corn and articles taking the same rate from Kansas City to points in Arkansas were unduly prejudicial; that rates on grain, grain products and hay from Oklahoma to points in Arkansas were and are unreasonable; that rates on grain, grain products and hay from southern Missouri, Nebraska and Kansas were and are unreasonable and unduly prejudicial. He recommended non-prejudicial and reasonable rates.

THE FIRST hearing on the fight of thirteen western states to obtain reduced freight rates on grain was completed at Washington, D. C., Dec. 16. Clyde M. Reed, chairman of the Kansas Utilities Commission charged that western railroads were concealing their actual earn-

ings by excessive maintenance expenditures. For nine months this year he claimed the railroads had spent \$24,000,000 in excess of their own average maintenance expenses. The fight will be continued Feb. 13 when another hearing will be held at the Coates House, Kansas City, Mo.

THE RAILROAD Commission of Texas has amended Texas Lines Tariff No. 2-G, R. C. T. No. 43 as follows: "Amend Item No. 1460 under the heading of 'Column No. 1 rates apply on,' by canceling the words: 'Cotton Seed, straight carloads, minimum weight 40,000 pounds.' And substituting therefor the following: 'Cotton Seed, straight carloads, minimum weight 40,000 pounds; except that on Cotton Seed, in sacks, when to be used for planting purposes and so billed, moving during the period Dec. 5, 1922 to May 15, 1923, and thereafter to become effective on Nov. 1st and remain in force until the next May 15th, unless otherwise ordered, the minimum weight shall be 30,000 pounds.' It is further ordered by the Commission that if the regulations herein prescribed are found to unduly discriminate against interstate commerce, it will, upon proper showing, so modify this order as to remove such undue discrimination. This order will cancel Circular No. 5704 issued November 14, 1922."

A BILL has been introduced in Congress as No. S.4107, to amend and supplement the Bills of Lading Act. It proposes to change Sec. 15 of the present act which authorizes a court to order delivery of goods where B/L has been lost, to have the court also given power to authorize the execution of a new B/L. An indemnity bond, with sufficient surety, would be exacted to protect the carrier or any person injured not only from loss or liability incurred by reason of the original order bill or by reason of any voluntary settlement made in good faith by the carrier with one presenting original order bill. Under the present law, carrier is not liable when goods are described merely by a statement of contents loaded by the shipper. The new bill would eliminate the limitation as to loading by shippers. A new provision would prohibit carriers from inserting in Bs/L the words "shippers weight, load and count" when the goods are loaded by shipper at public team track where the carrier maintains an agency, and when the carrier is given an opportunity to count the goods and assure proper description thereof. The liability of a carrier after B/L has been properly issued would be in case of a straight B/L to the consignee named therein instead of the owner of the goods, and to the holder of an order bill as under the present law. The bill was placed in the hands of the Senate Com'te on Interstate Commerce Dec. 12, and if passed will become effective the first day of January following its passage.

New Water Carrier.

The Eastern Steamship Co., Ltd., has been incorporated at Ottawa, Ont., Canada, by Nisbet Grammer, pres.; John J. Rammacher, vice-pres. and treas.; Edwin T. Douglass, vice-pres.; Norman B. Macpherson, sec'y, and Geo. J. Grammer and John J. Boland. Boland & Cornelius, Buffalo, will be managers.

The company has already contracted in England and Scotland for 10 steel vessels, each of maximum Welland Canal size. The boats will be 253 feet in length, 43 feet wide and 20 feet deep, driven by three 1,000-h.p. engines. Delivery will be made in time for opening of navigation in the spring.

The vessels will be used for transporting grain from Buffalo and Port Colborne to Montreal, and for carrying coal from Lake Erie ports to the St. Lawrence River. Each will be able to carry 90,000 bus. of wheat or 96,000 bus. of corn on 14-foot draft of the Welland Canal. The addition of the 10 vessels to the boats already operating will have considerable effect on the volume of grain handled during 1923.

Liability of Railroad Company for Negligence Not Waived by Lease of Right of Way.

In the suit by O. H. Reeder, a farmer, against the Northern Pacific Ry. Co., to recover for wheat burned in the warehouses of the Independent Warehouse Co. and the Pacific Coast Elevator Co., on the right of way of the railroad company at Myrick, Ore., the U. S. District Court of Oregon gave judgment Oct. 9, 1922, in favor of Reeder.

The lease from the railroad company to the warehouse companies contained the following clause:

"It is understood by the parties that the leased premises are in dangerous proximity to the tracks of the railway company, and that persons and property on the leased premises will be in danger of injury or destruction by fire or other causes incident to the operation of a railway, and the lessee accepts this lease subject to such dangers. It is therefore agreed, as one of the material considerations of this lease, without which the same would not be granted, that the lessee assumes all risk of personal injury to the lessee and to the officers, servants, employees or customers of the lessee while on said premises and all risk of loss, damage or destruction to buildings or contents or to any other property brought upon or in proximity to the leased premises by the lessee, or by any other persons with the consent or knowledge of the lessee, without regard to whether such loss be occasioned by fire or sparks from locomotive engines or other causes incident to or arising from the movement of locomotives, trains, or cars, misplaced switches or in any respect from the operation of a railway or to whether such loss or damage be the result of negligence or misconduct of any person in the employ or service of the railway company, or of defective appliances, engines or machinery. And the lessee shall save and hold harmless the railway company from all such damage, claims and losses."

The warehouse receipts contained the following clause:

"All right of subrogation or recovery for loss or damage by fire, injury, or otherwise, either against the Pacific Coast Elevator Company or the railway company upon whose land the building containing this grain is located, is by the acceptance of this receipt specifically waived by the owner or holders hereof."

When Reeder brought suit the railroad company in defense pleaded its contract with the warehouse company and alleged that Reeder had been doing business with the warehouse companies for a long time and was familiar with the conditions of their leases.

The court said: The question is presented whether the storers are to be bound by the contracts or agreements entered into and obtaining

between the railroad company and the warehouse companies. The storers are not in any way privy to such contracts, and can be bound by them only, if at all, by reason of their contractual relations with the warehouse companies through the warehouse receipts, which they received and accepted from such companies, and the purpose in view when they accepted them, whether it was to adopt the contracts between the railroad company and the warehouse companies as binding upon them, and as controlling, along with the provisions of the warehouse receipts.

It is not disputed that the contracts between the railroad company and the warehouse companies are valid and binding obligations, although they provide against loss and damage as a result of the negligence of any person in the employ of the railroad company. The proposition is predicated upon the settled right of the railroad company to make any contract it sees fit which does not concern its duties and obligations as a carrier of persons and chattels.

Here there is no express assent to or ratification by the storers of the contracts of the warehousemen with the railway company. It does not appear from the answer that the storers had any knowledge whatever of such contracts, or that they stored their grain with such knowledge. All that appears is what the receipts disclose, namely, that the storers waive all right of subrogation or recovery for loss or damage by fire, injury, or otherwise, either as against the warehouse company or against the railway company. The storers were dealing with quasi public utilities, and had a right to demand storage on the conditions prescribed by statute (sections 6133, 7995, 8009, 8010 and 8028, Olson's Oregon Laws), and they cannot be presumed to have been aware that they were to be subjected to additional conditions in the event of storage. Unless it is made to appear that they had specific and definite knowledge of the contracts between the warehouse companies and the railway company and thereupon deliberately waived liability on the part of the railway company, they ought not to be held to be bound by such contracts simply because of the acceptance of the receipts issued to them.

Another feature attending the receipts is that they conceal or rather disguise the contracts between the warehouse companies and the railway company in that they make no allusion to damages arising from negligence of the railway company. It is conceded by counsel to be the law, as announced in *Pilson v. Tip-Top Auto Co.*, 67 Or. 528, 136 Pac. 642, that a bailee for hire cannot by contract relieve himself from liability to the bailor, arising from the negligence of himself, his agents or servants. These receipts, if construed to relieve the warehouse companies from loss or liability arising from their own negligence, would be void and unenforceable. If otherwise construed, they would be objectionable. Of two constructions, where there is ambiguity, the one giving validity to the instrument is to be preferred. Thus construed, the receipts contain no waiver of liability on the part of either the warehouse companies or the railway company for damages, by fire or otherwise, arising from the negligence of either.—283 Fed. Rep. 786.

Building an Elevator in 24 Days.

Grain elevator builders in the past have done some 30-day jobs; but it remained for the Hickok Construction Co. to beat its own agreement to complete an elevator in 30 days, by cutting down the time to 24 days.

The firm furnishing the lumber loaded the first car the day it got the order, and filled the full order in five days. Machinery shipments were completed by the Strong-Scott Mfg. Co. in 10 days. All hardware and nails were shipped the day of order; the sheet metal and siding in 5 days, and record speed was made in the shipment of the scales by Fairbanks, Morse & Co. Fortunately the railroad movement of these shipments was effected without delay.

This elevator, which is shown in the engraving, was built at Walnut Grove, Minn., for the Walnut Grain & Supply Co. to replace an elevator burned Sept. 10th. It has a capacity of 25,000 bus. and a carefully designed bin arrangement, securing car load capacity in 10 of the bins, including 5 bins over the work floor. In this layout no capacity is wasted, as in an ordinary bin arrangement where the overhead bins are less than car load and the deep side bins are more than a car load. With the car load bins grades can be kept separate. All the bins are hopped to clean out without shoveling.

The elevator is equipped with one 1,500-bu. per hour leg, motor driven at the head. The motor is installed in a dust proof room, lined with asbestos felt, with floor of cement as approved by the Underwriters.

The Fairbanks Automatic Scale is located on the work floor with all the overhead bins and the deep bins tapped to draw to the hopper.

In the driveway is located the 10-ton scale installed with a single air lift dump. A long grate is provided so that grain from either wagons or trucks can be dumped without the bother of opening trap doors. The air compressor is operated by a 1½ h. p. motor.

The dump scale beam is located in an alcove with large windows. This projects from the office and affords a full view of the scale and driveway. A door opens into the driveway at either side of the alcove, and an outside entrance into the office. The office is large and roomy and lined with painted ornamental ceiling.

The manlift and leg run in an open well. The elevator is covered with galvanized steel siding and roofing which is properly grounded, affording the best possible lighting protection.

In addition to the elevator are warehouses on either side for the storage of feed, tankage, salt and twine, a large coal shed with a motor driven conveyor for unloading cars. The coal is weighed over an outside scale with the beam housed in. These buildings and equipment cover the requirements of a grain, coal and feed business very effectively.

C. H. Ahlfs, who has recently taken over the management of the business, is an efficient and energetic young man who can be expected to build up a successful business at this station.

THERE is still too great a disparity between the prices of farm products and the cost of production. Even with the favorable prices that now prevail it is unusually difficult for the farmer to make an adequate profit out of his operations. If all the cost of production was figured it would be found that the farmer is the lowest paid laborer in the nation today, and the return on his investment is the smallest of any of the essential lines of industry. This basically bad condition can be improved only by a further reduction in wages and commodity prices or by inflating farm prices to meet the level of items that enter into the cost of farm production. Temporarily the latter course would suffice to stimulate prosperity, but the resort to such expedient is of very questionable ultimate value.—Gov. S. R. McKelvie, Nebraska.



Elevator Built in 24 Days at Walnut Grove, Minn.

Denver a Growing Market

The city of Denver, Colo., occupies a unique position in being the grain center of the Intermountain Country. Denver is in a natural position to be a large terminal market, and is certain to develop into one of the largest distributing points for grain and grain products in the West.

The business is increasing each year and with the type of men now engaged in the grain and milling business at Denver it is bound to progress, the local dealers having earned a reputation for fairness to the country shipper. Practically all the grain is purchased outright by the firms and on this basis a sound and substantial business is being built up.

The principal railroads supplying the Denver market are the Union Pacific; C., B. & Q.; Rock Island; Santa Fe; D. & R. G. W., and the C. & S. These roads run thru a very rich agricultural country, affording a large territory for the origination of shipments to Denver. About the only real disadvantage which Denver has in competing with the Missouri River markets is that the rate structure prohibits the re-shipment of grain from Denver, the city not being on a direct transcontinental railroad. Considerable headway, however, has been made by the Denver Grain Exchange toward securing proper rates and eventually the city will be given an equitable adjustment.

About 28,000,000 bus. of wheat will be grown in Colorado this year; and as a large percentage of it is grown under irrigation the crop fluctuates with the water supply coming from the heavy snows in the mountains. A large percentage of the wheat shipped into Denver is milled into flour and other grain products and reshipped into Texas, New Mexico and the Southeastern states as well as to Northern Colorado points. Northern Colorado is an ideal location for sheep feeding; consequently much corn is demanded and this is one of the largest markets for our corn. Considerable quantities of chop feed are re-shipped on transit rates to New Mexico, Arizona, Utah and Colorado and the future of this business is very bright.

For the 12 months ending Feb. 28, 1922, there was inspected in 4,306 cars of wheat, 2,855 cars of corn, 464 cars of oats, 125 cars of barley, 1 car of flaxseed, 168 cars of milo and 3 cars of mixed grain; total, 7,990 cars. The total out inspections were 2,088; in weights, 4,617, and outweights, 1,520. In inspections included 1,312 cars of hay, and the out inspections 88 cars of beans.

The Denver Grain Exchange Association was incorporated under the laws of the State of Colorado, in 1912. It was capitalized at \$10,000, and limited to 100 shares of stock or 100 memberships, par value \$100. At the present time memberships are selling at \$1500, book value, up to and including month of November \$620. Seventy-two memberships have been sold.

The purpose of this Exchange was to promote equity in trade and to protect the grain and milling interests in Colorado. Practically all of the milling and grain interests in this State are members and it has some members in Nebraska. A remarkable feature of this Exchange is that there are no dues and no assessments have ever been levied against the members, as the Exchange is self-supporting. Its revenue is derived from inspections, weighing, arbitrations and appeals and other features incident to the trade.

The chief inspector of the Denver Grain Exchange is also chief state grain inspector, as well as being licensed under the U. S. Government Grain Standard Act. Recently an Assistant Chief Inspector was appointed as the volume of business has so increased in the last year to warrant this action.

The service rendered by the Exchange is to sample and grade all grain coming into and leaving this market, issue certificates of inspection and weights, together with a physical car

condition report. It also maintains a highly organized traffic department for the benefit of the members, as thru rates are a large factor in the grain and milling business in this community. This department in addition to handling rate adjustments and matters pertaining to transportation, issues circulars regularly, informing the members of changes in rates and it also helps the members to interpret tariffs and quotes other rates. Several beneficial changes and adjustments have been procured by the traffic department which has been very helpful to this market, and at the present time it has several important matters pending before the various rate bodies.

The com'ites on arbitration and appeals of the Exchange are highly organized and frequently used to the satisfaction of all concerned.

Daily sessions are held on an established trading floor, from 12:00 to 12:45, the first 30 minutes being devoted to trading from samples. The last 15 minutes is devoted to the call board, where grain is offered in transit or on specified shipment.

Another feature is a disinterested Discount Com'ite of three members who place discounts on all grain not grading according to contract, using as a basis the merit of the grain shipped. This feature is proving highly popular and it is said to be the most satisfactory and the fairest method of placing discounts used in any market.

C. B. Rader is sec'y of the Exchange and chief supervisor of all departments of the Assn, under direction of the Board of Directors. E. J. Joergers is chief grain inspector and has direct charge of the inspection and weighing and sampling. Mr. Oscar Kunart is assistant chief inspector. The trading floor and the work assigned to the committees is handled directly by the sec'y. The traffic department is under the supervision of the sec'y and all matters pertaining to the industrial and commercial life of the community is also handled by the sec'y's office. The sec'y, chief inspector and assistant chief inspector are appointed officers; the others are elected.

STORAGE AND HANDLING CAPACITY, IN BUSHEL, OF DENVER ELEVATORS.

Elevator.	Storage.	Elevat.-Clean- ing.	Ship- ping.
Ady & Crowe	90,000	2,800	150
F. C. Ayres	300,000	18,000	1,500
Crescent Mill Elevator	150,000	5,000	800
Denver	300,000	8,000	1,500
Eagle Mill	15,000	1,000	500
Excelsior Mill	60,000	1,000	500
Hungarian Mill	400,000	8,000	1,100
Longmont Farmers Mill	350,000	8,000	900
Summit Grain Co.	50,000	1,200	400
Farmers Union Mill & Elevator	35,000	5,000	5,000
Capital Elevator	50,000	3,500	2,500
Totals	1,900,000	71,500	16,850

*Not on railway tracks.

The Ady & Crowe Elevator is operated by the Ady & Crowe Mercantile Co., of Denver, P. Crowe, manager, John Meyers, foreman. It is of wood and concrete construction with considerable floor space that may be used for storage of sacked grain and beans. It is equipped with a small grain drier with an hourly capacity of 100 bushels.

The F. C. Ayres Elevator is owned and operated by the F. C. Ayres Mercantile Co., of Denver, John L. Barr, manager, Charles Kramer, foreman. It is of concrete construction with extensive floor space that may be used for storage of sacked grain.

The Crescent Flour Mill Elevator is operated by the Crescent Flour Mills, C. E. Williams, manager, Dennis Kratty, foreman, is of wood construction with also considerable floor space that may be used for storage of sacked grain.

The Denver Elevator is operated by the Denver Elevator Co., Clyde Williams, manager, Martin Muench, foreman, is of wood construction. It has floor space that may be used for storage of sacked grain and beans.

The Eagle Flour Mills Elevator, operated by the Eagle Flour Mills, Stephen Knight, manager, Harry Stevens, foreman; is of brick construction with steel storage bins.

The Excelsior Flour Mills Elevator, operated by the Excelsior Flour Mills, M. C. Dolan, manager, William Pendleton, foreman; is of brick construction with steel storage bins.

The Hungarian Flour Mills Elevator, operated by the Hungarian Flour Mills, T. F. Savage, manager, Richard Chance, foreman, is of wood construction.

The Longmont Farmers Mill Elevator is owned and operated by the Longmont Farmers Mill & Elevator Co., of Longmont, Colo., J. R. Forsythe, pres., Albert Wright, manager, Nosler, foreman. It consists of a wooden work house and concrete storage bins.

The Summit Elevator, owned and operated by the Summit Grain & Coal Co., W. H. Wierman, manager, Fred Anderson, foreman, is of wood construction.

THE STRONGEST factor in the wheat situation at this time is the probability for a reduced yield of winter wheat. The condition is better than last year, it is true, but the acreage shows an important reduction as indicated by the reports of Snow and Goodman. The latter statistician's report, while not so bullish as the Snow report, nevertheless furnished pretty fair evidence that the acreage was less than that of last year and the conditions below normal. To offset the prospect for a smaller crop next year, there must be a considerable amount of pressure from receipts, for with a reduced crop in view, with legislation favorable to the farmers in prospect, with tremendous shipments abroad, and with decreasing stocks in this country and in Canada, the speculator will be sufficiently impressed to be willing to carry a considerable load of present supplies.—L. L. Winters, Hulburd, Warren & Chandler.

New Elevator at Wright, Kan.

Generous handling capacity and a design that makes for a low insurance rate have been combined in the new elevator of the Wright Co. cooperative Exchange at Wright, Kan., to produce a house that can deal successfully with the fluctuating deliveries by farmers and the irregular supply of cars for loading out.

The building is 26x30 ft. on the ground and 32 ft. to the square, with an 18-ft. cupola. Four of the main bins are 8x8 ft., three bins being over the driveway, and one 8x10 bin being over the work room floor. The total storage is 15,000 bus., and the capacity below the ground level is unusually large, the pit being 22 ft. deep. The house is of stud construction, iron clad and roofed with patent composition.

The equipment consists of an elevator leg of 2,500 bus. per hour capacity, having V cups, 9x6 $\frac{1}{2}$; Richardson Automatic Scale of 2,250 bus. per hour capacity; gravity truck dump; Eureka Wheat Cleaner of 600 bus. per hour capacity on the work floor, and two electric motors of 10 and 7 $\frac{1}{2}$ h. p. This plant, which is shown in the engraving herewith, was erected by the Star Engineering Co.



New Elevator at Wright, Kan.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Gassville, Ark.—T. G. Wilson's flour mill and grist mill burned recently at a total loss of \$5,000, uninsured.

Green Forest, Ark.—H. Basore has resigned his position as mgr. of the Green Forest Mill & Elvtr. Co. and is now in charge of the business of Basore Bros., operators of a flour mill at Kingston.

CALIFORNIA

Del Mar, Cal.—The newly organized Santa Cruz Mlg. Co. is erecting a mill and warehouse here.

Riverside, Cal.—New machinery is being installed in the plant of the Sperry Flour Co. to the extent of \$4,000.

San Francisco, Cal.—The Northern Star Mills have been incorporated for the manufacture of flour by Isaac Moss, L. Blumenthal and B. K. Russell. Capital stock, \$50,000.

San Francisco, Cal.—The California Bean Growers' Warehouse Corp. has been incorporated for \$100,000. I. L. Borden, A. J. Ottem and J. V. Vendenhall are the incorporators.

Modesto, Cal.—Walter Scoon has been appointed to take over the Modesto Bean & Grain Co. and convert it into cash. Liabilities of the firm are estimated at \$50,000 and sufficient assets to pay 90 cents on the dollar.

CANADA

Montreal, Que.—The Eastern Mlg. Co. has been incorporated for \$15,000.

Lethbridge, Alta.—Plans are being made to sell the plant of the Taylor Mlg. & Elvtr. Co.

Harrow, Ont.—The flour and grist mill of T. R. Flood & Sons burned recently at a loss of \$20,000.

Newmarket, Ont.—The Russell-Bell Flour Mills, Ltd., has been organized with a capital stock of \$60,000 by George and Mary Gillson and Mary Wright. The firm will deal in grain, cereals, flour and feed.

Vancouver, B. C.—Members of the board of grain commissioners for Canada and Vancouver grain interests are contemplating the formation of a Vancouver grain shippers clearance exchange to function after the manner of a grain "pool."

Winnipeg, Man.—The trading room of the Winnipeg Grain Exchange, which for the past several months has been in the throes of remodeling, will soon present a new appearance to the world as the alterations are nearing completion.

Fort William, Ont.—It is reported that W. D. Staples, formerly a member of the board of grain commissioners for Canada, is contemplating the erection of an elvtr. in this city. Mr. Staples is understood to own a site near the government terminal plant.

Port Arthur, Ont.—Parrish & Heimbecker have prepared plans for the erection of an extension to their plant. The addition will increase the capacity by 1,000,000 bus. and will be erected at a cost of \$300,000. It is expected to be in readiness for next year's crop.

Winnipeg, Man.—Hugh W. Alston, a trader member of the Winnipeg Grain Exchange, is reported as having been arrested Dec. 13 on a charge of obtaining more than \$2,000 under false pretenses with intent to defraud. Mr. Alston has been released on \$4,000 bail.

Toronto, Ont.—William M. Stark, senior partner of Stark Bros., died last month after being ill for several months. Mr. Stark, who was 78 years of age at the time of his death, had been connected with the grain trade for about fifty years. One son and two daughters survive him.

St. John, N. B.—The West St. John Elvtr. of the C. P. R. R. was the scene of a dust explosion Dec. 20. Fortunately no one was killed.

Vancouver, B. C.—Work will be started immediately on a 10,000,000-bu. government grain elvtr. here. The first unit will have a capacity of 4,000,000 bus.

Port Arthur, Ont.—Building plans for this city will increase its storage capacity approximately 5,000,000 bus., making a total capacity of 62,750,000 bus. It has been estimated that the sum of \$2,835,000 will be spent in building for 1923. The erection of new elvtrs. is being planned by the James Stewart Grain Corp., the N. Bawlf Grain Co. and the Mutual Elvtr. Co. An addition is being erected to the Parrish & Heimbecker elvtr., and the cleaning department of the Saskatchewan Co-op. Elvtr. Co. is being extended.

COLORADO

Burlington, Colo.—Jennings & Roller have completed an elvtr. here.

Cortez, Colo.—A Carter Disc Separator has been installed in the plant of the R. C. Moser Mlg. Co.

Elbert, Colo.—The elvtr. of the Elbert Lumber Co. was slightly damaged by fire this month, which was caused by a back fire of the engine.

Fort Lupton, Colo.—J. C. Ottesen of Platteville is the new owner of the Farmers Flavio Mill & Elvtr., which will hereafter be operated under the management of his son, Frank. New machinery is being installed in the plant, which is also being repaired and improved.

Sterling, Colo.—A. K. Zearfoss and William J. Robinson of Fort Morgan, the latter formerly mgr. of the Farmers Platte Valley Mlg. & Elvtr. Co., have taken a three-year lease on the Colorado Roller Mills, which they will operate under the name Sunset Mlg. Co. New machinery has been installed in the plant and the capacity of the mill has been increased to 100 bbls. daily.

IDAHO

Preston, Idaho.—The Preston Mlg. Co. has increased its capital stock from \$50,000 to \$100,000.

Challis, Idaho.—Machinery is now being installed in William Puster's new 25-bbl. flour mill, recently completed.

ILLINOIS

Mouser, Ill.—P. M. Conley has completed a mill and elvtr. here.

Chrisman, Ill.—F. K. Thayer has sold his elvtr. to Foster Stanfield of Paris.

Cullom, Ill.—Bernard Sullivan is intending to build an elvtr. here.—B. E. Hamilton, Campus.

Dixon, Ill.—The plant of the Universal Oa Co. will be sold by Arthur E. Fisher, referee in bankruptcy.

Panola, Ill.—An addition will be erected to the plant of the El Paso Elvtr. Co. Work will be started immediately.

Walton, Ill.—The plant of the Walton Co-op. Elvtr. Co., which was filled with grain awaiting shipment, burned this month.

Elliott, Ill.—A 15-h. p. motor is being installed in the plant of the Elliott Elvtr. Co. to replace the gasoline engine.

Clarksdale, Ill.—C. Harris of Beecher City has been elected mgr. of the Clarksdale Farmers Grain Co. to succeed Kelley Durbin.

Tomlinson (Rantoul p. o.), Ill.—Plans are being made by stockholders of the Tomlinson Co-op. Grain Co. to dissolve the firm and sell its elvtrs. in this city and Prospect. Farmers in the vicinity plan to organize and take over these plants.

Danville, Ill.—Fire starting in the belt housing damaged the mill and elvtr. of the Chas. Herrenden Mlg. Co. to the extent of \$500 recently.

Risk (Forrest p. o.), Ill.—Anthony Walters has resigned as mgr. of the Farmers Elvtr. Co. and will be located in Strawn, where he plans to conduct his own business.

Mattoon, Ill.—The Producers Grain Co. has been incorporated by A. B. Lidster, Elmer Phipps, O. B. Scott and T. W. Noll, and will deal in farm products, fuel, feed and farm implements.

Melwood (Brocton p. o.), Ill.—The east wall of the plant of the Farmers Elvtr. Co. collapsed recently and caused 1,500 bus. of shelled corn to be scattered on the ground. The elvtr. had been erected about two years ago.

Arcola, Ill.—J. M. Ernst, formerly in the grain business here and at East St. Louis and Galton, was found guilty the second time in the circuit court Dec. 7 on a charge of conspiracy to defraud the Arcola State Bank in 1921. Mr. Ernst has asked for a rehearing, but if the conviction stands, he will go to the penitentiary under an indeterminate sentence. John Quirk, former cashier of the bank and now spending his time in prison for his part in looting the bank, was the principal witness against Ernst.

CHICAGO NOTES.

E. Lowitz & Co. will admit J. J. Lowitz and R. E. Carey to general partnership Jan. 1.

Memberships in the Board of Trade sold for \$5,400 Dec. 18, which is an advance of \$200 over the previous sale.

Jacob F. Georgen, Charles E. Gifford, G. H. A. Reek and R. V. McNellis, Jr., were elected to membership in the Board of Trade.

Following its usual custom, the Board of Trade will distribute among its employes the sum of \$2,844 as a Christmas gift.

After this year, selection of the "regular" ticket for officers of the Board for the year is to be by a com'te of five, to be elected annually. This does not prevent members from selecting a "members" ticket. The nominating com'te is to serve one year. This action was decided by a vote of 364 against 59.

Nine grades of western wheat were stricken out of the twenty-six grades deliverable on future contracts for wheat on the Board of Trade, by a vote of the members Dec. 11. There are seventeen grades remaining. It was also decided to make the premium 1½ cents on No. 1 dark hard spring and hard winter and on No. 2 grades ½ cent per bu. by a vote of 372 against 45.

John A. Costello died Dec. 8 of bowel trouble, aged about 69 years. He became connected with the grain business as a state grain inspector many years ago, and in 1895 established a grain sampling business. Before the war, as a partner with Wm. J. Farrell, Costello & Farrell sampled more than one-half of the grain going out of Chicago. He had a little c. i. f. brokerage business, also. Interment was at Mt. Carmel cemetery.

John J. Stream of J. C. Shaffer & Co. and of Shaffer & Stream has been nominated and is the only candidate for pres. of the Board of Trade, election to be held Jan. 8. Joseph Simons has been entered for second vice-pres. Retiring officers are Pres. Robert McDougal, who refused a renomination, Vice-Pres. James J. Fones and Directors Joseph Simons, W. E. Hudson, E. D. McDougal, E. A. Doern and L. L. Winters. Messrs. E. D. McDougal and Doern and Siebel C. Harris have been named as directors for 1923. Adolph Gerstenberg has been asked to be a candidate for director to represent the cash interests.

Joseph A. Schmitz, who has been connected with the weighing dept. for many years, has been appointed Board of Trade Weighmaster and Custodian for the balance of the term of the lamented H. A. Foss. Mr. Schmitz served for years as scale inspector and then as Asst. Weighmaster. He is thoroughly familiar with all the duties and responsibilities of the office. For years he has labored early and late to keep the department's standard of service up to the high ideal set by Mr. Foss. It is fortunate indeed that the Board had a man so well trained in the service of the grain trade, for now Chicago weights will be just as dependable as heretofore. Shippers to and buyers from this market can rest assured that the cause of correct weights will be guarded just as vigilantly as ever.

INDIANA

Barrett (Stewartsville p. o.), Ind.—A. Waller & Co. are reported out of business here.

South Bend, Ind.—The plant of the Starr Mills was slightly damaged by fire Dec. 20.

Gwynneville, Ind.—W. H. Springer has taken over the elvtr. of the Hungate Wholesale Co. here.

Indianapolis, Ind.—The Evans Mfg. Co. has increased its capital stock from \$75,000 to \$825,000.

Connersville, Ind.—The mill of the Uhl-Snyder Mfg. Co., operator of an elvtr. here, burned Dec. 19.

Tunnelton, Ind.—Charles E. Allin has succeeded U. V. Faris as mgr. of the Tunnelton Mfg. Co., operator of a grain elvtr. here.

Frankfort, Ind.—Samuel Van Steenbergh, grain dealer and elvtr. operator here, died recently of heart trouble, at the age of 77 years.

Johnsburg, Ind.—The elvtr. of the Wallace Mfg. Co. was wrecked beyond repair when a coal train ran off the track and smashed into the building.

Fort Wayne, Ind.—John Sellers, formerly in charge of the Farmers Exchange at Fredericktown, O., has become connected with the McMillan Grain Co. here.

Hanna, Ind.—The Andreas Lumber Co. has completed its elvtr. which has been put into operation. The new plant is 30x44 feet, has a capacity of 11,000 bus. and has been equipped with two legs, corn sheller, double corn and grain cleaner, feed grinder and seed cleaner. The company plans to increase its capital stock to \$30,000.

Indianapolis, Ind.—The following firms have recently been elected to membership in the Indiana Grain Dealers Ass'n; Geneva Equity Exchange, Geneva; Brown & Fifield and J. Brown & Son, Crown Point; Gleaners & Farmers Co-op. Elvtr. Co., Lowell; Nichols Grain & Hay Co., Cedar Lake, and J. H. Love, Leroy, Ind., and the Federal Mill & Elvtr. Co., Mansfield, O.—Chas. B. Riley, sec'y.

IOWA

Tabor, Ia.—Art. Fleming has purchased the W. G. Goy elvtr. here.

Elwell, Ia.—The King, Wilder Grain Co. has bot the elvtr. of the Armour Grain Co.

Woden, Ia.—The plant of the Farmers Elvtr. Co. will be covered with corrugated iron.

Batavia, Ia.—Harley Johnston has succeeded E. Harris as mgr. of the Farmers Elvtr. Co.

Malcom, Ia.—We will probably install some new machinery in our elvtr.—Farmers Elvtr. Co.

Baxter, Ia.—An electric motor is being installed in the elvtr. of the Clark Brown Grain Co.

Robertson, Ia.—The George Wadsworth elvtr. here is not being operated.—A. A. Carstens, Ackley.

Maxwell, Ia.—The Armour Grain Co. has sold its elvtr. at this point to the King, Wilder Grain Co.

Collins, Ia.—The plant of the Armour Grain Co. has been purchased by the King, Wilder Grain Co.

Melrose, Ia.—The Wilkin Grain Co. of Albia has sold its Melrose plant to James Cummins, who has already taken possession.

Haskins, Ia.—The King, Wilder Grain Co. is the new owner of the elvtr. here, having purchased it from the Armour Grain Co.

Delta, Ia.—J. P. Bowen has purchased the elvtr. of the Dugger Lumber & Grain Co. which has not been in operation for two years.

Alden, Ia.—The Farmers Elvtr. Co. is planning the erection of a 20,000-bu. elvtr. Work on the plant is expected to begin in the spring.

Luton, Ia.—The elvtr. of the Armour Grain Co. will hereafter be operated by the King, Wilder Grain Co., which has purchased the plant.

Shenandoah, Ia.—The McClelland-DeArmond Grain Co. of St. Louis has opened a branch office in this city with R. R. DeArmond in charge.

Arcadia, Ia.—We have installed a new direct spout and distributor and have made other repairs on our elvtr.—Farmers Elvtr. Co., L. C. Harris, mgr.

Perry, Ia.—Several changes were made in the drive of the Armour Grain Co. recently, the work being done by the Newell Construction & Machinery Co.

Ringsted, Ia.—The Farmers Elvtr. Co. is erecting a 30x80-foot flour and feed house to have a capacity of six cars of feed, three cars of flour and two cars of salt.

Greenfield, Ia.—The plant of the Farmers Elvtr. Co. has been remodeled and equipped with new elvtr. legs. The Newell Construction & Machinery Co. had the contract.

Washington, Ia.—H. A. Baxter has installed a truck and wagon dump in his elvtr., which has also been repaired. The Newell Construction & Machinery Co. did the work.

Parnell, Ia.—The King, Wilder Grain Co. has purchased the plant here of the Armour Grain Co. This is one of six Armour houses that have been sold to the King, Wilder Co.

Blairtown, Ia.—A seed cleaning outfit and sacking device have been installed in the elvtr. of the Blairtown Grain Co. The Newell Construction & Machinery Co. did the work.

Van Horne, Ia.—O. E. Kaeberle's elvtr. has been remodeled and repaired and equipped with a new leg. Contract for the work was awarded to the Newell Construction & Machinery Co.

Downey, Ia.—A new loading device has been installed in the elvtr. of the Downey Elvtr. Co., which has also been repaired. The Newell Construction & Machinery Co. did the work.

Sioux City, Ia.—A 20,000-bu. Howe Hopper Scale has been installed in the elvtr. here of the Western Terminal Elvtr. Co., beside other improvements which have been made on the plant.

Cedar Rapids, Ia.—George J. Roe's flour and potato warehouse has been equipped with an electrically driven freight lift. Contract was awarded to the Newell Construction & Machinery Co.

Thompson, Ia.—The plant of the Farmers Co-op. Elvtr. Co. has been repaired and equipped with a new leg. Contract for the work was awarded to the Newell Construction & Machinery Co.

Scranton, Ia.—Work has been started on the 15,000-bu. addition to the elvtr. of the Farmers Elvtr. Co., contract for which was recently awarded. When completed, the plant will have a capacity of 50,000 bus.

Lake View, Ia.—The elvtr. of the Simmons Pop Corn Co. was sold at a sheriff's sale recently to F. S. Needham for \$15,000. Mr. Needham has since sold it to the Albert Dickinson Co. of Chicago for \$10,000.

Columbus Junction, Ia.—The plant of Weber & Houston has been equipped with an electrically driven freight lift for the handling of sack feed. The Newell Construction & Machinery Co. had the contract.

Cedar Rapids, Ia.—The Iowa Mfg. Co. is equipping its plant with elvtr. legs and an electrically driven freight elvtr. for handling sacked feed. The Newell Construction & Machinery Co. is doing the work.

Shenandoah, Ia.—The reorganized Farmers Co-op. Exchange has been incorporated for \$10,000. D. E. Butte is pres., W. R. Martin, vice-pres., A. D. Latimer, sec'y, and Theodore Nordstrom, treas. J. W. Lovitt is also connected with the firm.

Dixon, Ia.—A corn crib, sheller and cleaner addition is being erected to the elvtr. of the Dixon Co-op. Elvtr. Co., contract for which was awarded to the Newell Construction & Machinery Co. An ear-corn elvtr. equipped with a Barnard & Leas Sheller and Cleaner, is also being installed.

Cedar Rapids, Ia.—The Piper Grain & Mfg. Co. has completed a terminal transfer and cleaning plant. With this new house in operation, shippers will be accorded terminal market facilities which will be a decided advantage to shippers and buyers, as badly congested terminals will be avoided and all shipments can be handled with dispatch. The company, recently organized, is managed by men well known to the grain trade. J. M. Piper, who was mgr. of the grain department of the National Oats Co. for nine years, is pres. and treas. P. C. Piper, formerly buyer for the same company, is sec'y. The Newell Construction & Machinery Co. had the contract for the plant, which includes the office, and has been equipped with wagon scales, cleaners, motors, manlift, power shovel, car puller, cleaner and sheller and an electrically driven truck and wagon dump.

Randolph, Ia.—The elvtr. being erected here for the Farmers Elvtr. Co. will replace one that burned a short time ago. The plant will be constructed of steel and concrete and will have a capacity of 15,000 bus. It is expected to be in readiness by the first of the year and will cost about \$15,000.

Davenport, Ia.—John F. Dow, pres. of the Davenport Elvtr. Co. and also pres. of the Davenport Savings Bank, which position he has held for fourteen years, died Dec. 8, at the age of 66 years. He had been ill for about twelve years, but had continued in active business until a few weeks ago, when he became confined to his bed. Mr. Davenport, also a member of the Chamber of Commerce, organized the Davenport Elvtr. Co. with his father in 1895. His son, Bert, succeeded him as sec'y-treas. of the firm about seven years ago. His widow, three sons and a daughter survive him.

KANSAS

Iola, Kan.—The Iola Mfg. Co. has incorporated for \$30,000.

Walker, Kan.—The Walker Grain Co. is reported as having moved from this city.

Marysville, Kan.—A feed grinder, has been installed in the plant of the Marysville Mill & Elvtr. Co.

Rolla, Kan.—I am mgr. of the Farmers Grain Co. here. We built a new elvtr. last spring.—Tom Brown.

Louisburg, Kan.—The elvtr. of the Farmers Co-op. Grain & Supply Co. was badly damaged by fire this month.

Stafford, Kan.—The Stafford Flour Mills, which were closed because of the car shortage, have been reopened.

Chetopa, Kan.—The Chetopa Mill & Elvtr. Co. has put its new plant into operation with H. W. Cole in charge as mgr.

Winfield, Kan.—V. R. Bartlett, who has been a grain buyer of this city for forty years, died recently at the age of 91 years.

Collyer, Kan.—The plant of the Farmers Union Elvtr. Co. was badly damaged by fire, believed to have started from engine sparks.

McLouth, Kan.—The plant of the Casebier Elvtr. Co. was slightly damaged by fire recently which originated in the engine room.

Bigelow, Kan.—C. E. Drumm has resigned as mgr. of the Farmers Elvtr. Co. and is now located at Centralia, where he purchased an elvtr.

Satanta, Kan.—A new engine room, to replace the one that was wrecked by a wind-storm recently, is being erected to A. L. Huffman's elvtr.

Geneseo, Kan.—The mill and elvtr. of the Larabee Flour Mills Corp. was slightly damaged by fire believed to have originated from locomotive sparks.

Hargrave, Kan.—An elvtr. for M. T. Moran, equipped with 10 h. p. engine, truck dump, 4-bu. Richardson Automatic Scale, non-chokable leg, has been completed by the Star Engineering Co. This was erroneously reported under Missouri.

Aurora, Kan.—The Robinson Mfg. Co. of Salina is the new owner of the Home Grain Co. A number of changes will be made in the plant. A. E. Thompson will continue as buyer for the firm, however.

Salina, Kan.—A. D. Richter has severed his connection with the John Hayes Grain Co. and H. Graves has been re-employed by that firm. Mr. Graves was with the O. H. Hoopes Grain Co. for a time.

Moran, Kan.—Willis Pereau, formerly with the Newton Mfg. Co. at Newton has bot the business and plant of the Moran Grain Co., of which W. N. McCormack and J. J. Paul were formerly proprietors. Mr. Pereau has already assumed charge.

McClure, Kan.—We are building a new 20,000-bu. elvtr., which will be equipped with a 10-h. p. F-M Type "Z" Engine, a 5-bu. Richardson Automatic Scale, manlift and all other modern conveniences.—McClure Grain Co., by A. L. McClure.

Iuka, Kan.—Lee Dillon, mgr. of the Farmers Elvtr. Co., was seriously wounded when the 4-year-old son of Grover Toot, mgr. of the Iuka Telephone Co., shot him recently. Mr. Dillon had gone to the Toot home on business and, according to him, young Billy loaded the revolver and fired. Billy had just learned the process.

Centralia, Kan.—C. E. Drumm of Bigelow is now conducting the business of the L. E. Timmons Grain Co., having purchased it a short time ago.

Kansas City, Kan.—I have severed my connection with the U. S. Feed Mills, with whom I have been associated for several years. I am now connected with the Miller-McConnel Grain Co.—Jno. W. Wiese.

Humboldt, Kan.—R. W. Cox, proprietor of an elvtr. at Elmore, has purchased a part interest in the Humboldt Elvtr. Mills owned by Louis Drake, who will continue in charge. Mr. Cox will retain his Elmore interests. The elvtr. here will be repaired and improved.

Dodge City, Kan.—R. H. Glandon has been succeeded by J. M. Carrigan of Hutchinson as mgr. of the branch office here of the B. C. Christopher Co., Kansas City. Mr. Glandon has been transferred to Great Bend, where he succeeds H. A. Sager, who has formed connections in Chicago.

The following firms have applied for membership in the Kansas Grain Dealers Ass'n: Wiley Mlg. Co., Fredonia; Farmers Union Co-op. Ass'n, Parsons; Farmers Union Co-op. Elvtr. Co., Sherwin; W. L. Drake, Humboldt; South Mound Farmers Union Co-op. Ass'n, South Mound; Farmers Union Co-op. Ass'n, Galesburg; Paola Farmers Union Elvtr. Co., Paola; Farmers Union Grain Co., West Mineral; W. J. Dyer, La Cygne; Bronson Grain Co., Bronson; L. A. Adler, Goddard; Farmers Elvtr. Co., Garden Plain; Tyler Co-op. Co., Tyler.

Topeka, Kan.—Every regular Kansas grain dealer should give Sec'y E. J. Smiley of the Kansas Grain Dealers Ass'n his cordial support of the bill to be enacted regarding rentals of grain elvtrs., warehouses, coal sheds, ice houses, buying stations, flour mills or other buildings on railroad right-of-ways. Mr. Smiley says, "If you are in accord with this move, endeavor to see the representative and senator from your county and ask him to support the bill. If the bill is enacted into law, it will afford you protection in the way of advance of values of railroad right of way. This bill can be passed at the coming session of the legislature if you will do your part. You will be furnished with number of House and Senate Bill thru this office after introduced."

KENTUCKY

Louisville, Ky.—Work has been started on the 200,000-bu. elvtr. of the Gold Proof Mlg. Co. The plant is expected to be completed within 30 to 60 days.

Louisville, Ky.—The Louisville Mlg. Co., operator of an elvtr. here, has filed amended articles of incorporation changing purposes, powers and government of corporation.

LOUISIANA

New Orleans, La.—The following have been elected to membership in the Board of Trade: E. C. Gedey, Frank H. Joubert, S. H. Gawn, J. D. Roe and Frank Payne.

New Orleans, La.—L. C. Pollock, long identified as a broker in the cow-pea trade, died Dec. 14, at the age of 75 years. Altho a native of Columbia, S. C., Mr. Pollock was a lifelong resident of New Orleans and many friends regret his passing.—James M. Rogers.

MARYLAND

Baltimore, Md.—P. Frederick Obrecht & Son, flour, grain and feed dealers, suffered a \$25,000 loss when their warehouse and stock were damaged by fire early this month. The loss is insured.

Rockville, Md.—Frank and Porter Ward have purchased the flour and grist mill of Hickerson Bros., who have been conducting the business for seventeen years. The new owners plan to conduct a farmers' supply business in connection with their regular milling operations.

Baltimore, Md.—Edward T. Sheil, Jr., Joseph M. Warfield, John G. Oehrl, Harry M. Rever and Richard H. Diggs were appointed as the "nominating com'te" by the board of directors of the Chamber of Commerce. The com'te will nominate five new directors to serve a three-year term on the board, starting in January.

Baltimore, Md.—Morgan R. Schermerhorn has tendered his resignation as a member of the board of directors of the Chamber of Commerce. Mr. Schermerhorn is connected with the grain and feed firm of C. S. Schermerhorn

& Son. Walter F. Macneal, head of W. F. Macneal & Co., was elected a member of the board to serve until January, 1925.

MICHIGAN

Groveland, Mich.—The Groveland Flour Mills burned recently at a loss of \$10,000.

Hulbert, Mich.—The plant of the Shepherd-Parish Mlg. Co. burned recently at a loss of \$40,000.

Addison, Mich.—The mill and elvtr. of the Addison Flouring Mills Co. was slightly damaged by fire last month.

MINNESOTA

Cokato, Minn.—The Cokato Mlg. Co. has been incorporated for \$10,000.

Sleepy Eye, Minn.—Plans are being made to enlarge the business of the Farmers Elvtr. Co.

Milan, Minn.—A. Olson has succeeded A. O. Hilden as mgr. of the Hanson & Walstad elvtr.

Duluth, Minn.—E. N. Owen, a member of the state board of grain appeals, died a short time ago, at the age of 80 years.

Marietta, Minn.—Carl Kjeldmyr bought an elvtr. here, but he never opened it.—C. A. Halverson, Moritz, S. D.

Rockville, Minn.—W. W. Koch has taken over the business of the Rockville Elvtr. & Mlg. Co. Mr. Koch has rented the building.

Deer Creek, Minn.—The Otto F. Nelson Elvtr. Co. has been incorporated for \$25,000 by Otto F. and A. Nelson and R. B. Wilson.

Redwood Falls, Minn.—E. J. Zorn has succeeded A. Vihstad as mgr. of the Farmers Elvtr. Co. Mr. Zorn has been connected with the firm for a number of years.

Freeport, Minn.—Thelen Bros., owners of the Freeport Roller Mills, has erected an elvtr. here which has been put in operation. The Hickok Construction Co. had the contract.

Morristown, Minn.—The elvtr. of the Big Diamond Mills Co. has been covered with galvanized corrugated iron and has been repaired. Work was done by the Hickok Construction Co.

Stillwater, Minn.—Isaac Staples is the new owner of the 600-bbl. plant of the Florence Flour Mill, having purchased it for the sum of \$20,000. David Bronson was formerly pres. and mgr.

Duluth, Minn.—The Western Grain Growers Associated has applied for membership in the Board of Trade. The Equity Exchange, also a co-op. grain organization, was elected to membership some time ago.

Waltham, Minn.—Peter Wisby has purchased a 50-bbl. mill here which will start operating about the first of the year. Mr. Wisby was connected with the Farmers Co-op. Mlg. Co. at Bowdle, S. D., until recently.

Duluth, Minn.—Douglas C. Moore has applied for membership in the Board of Trade on a transfer from W. J. McCabe, Jr. The Melady Grain Co. and the Peavey Co. have been elected to corporate membership in the Board.

Duluth, Minn.—A man in possession of the names Louis W. Howard, alias Haas, was arrested a short time ago charged with passing a forged check on the Atwood-Larson Co. Mr. Howard, alias Haas, also claims he is G. A. Josewski of Sentinel Butte, N. D.

Jackson, Minn.—The Fleischman Malting Co. has moved one of its storage elvtrs. up to the receiving elvtr., and a leg has been so installed that the grain can be loaded out independently of the receiving elvtr. Both elvtrs. have been repaired. The Hickok Construction Co. did the work.

Rothsay, Minn.—Olaf Paulson, charged with the theft of \$5,000 which he is alleged to have taken within a period of two years from the Farmers Grain & Merc. Co., of which he was mgr., waived examination in justice court here, and has been committed to the care of the sheriff. Bail was set at \$5,000.

MINNEAPOLIS LETTER.

The plant of the Fruen Cereal Co., which burned last month, will be rebuilt and enlarged.

H. C. Wyman of the C. C. Wyman Co. was seriously injured Dec. 10, when he was attacked by a ruffian who had secreted himself in Mr. Wyman's automobile. Mr. Wyman lost control of the car, which crashed into a tree. His visitor then escaped, but Mr. Wyman had to have medical aid before he could be taken home.

The following transfers of memberships in the Chamber of Commerce have been made: Timothy F. Graham to H. G. Nelson, F. A. Hallet, No. 2 to R. B. McClean, Walter R. Vye to Franklyn S. Funke, and Charles W. Grafft to T. F. Armstrong.

MISSOURI

Gilmore, Mo.—The elvtr. of the Farmers Grain & Supply Co. burned recently at a loss of \$12,000, partly insured.

Cameron, Mo.—Our elvtr. here is for sale. If we do not sell it, will move it to Lathrop.—W. H. Seaton Grain Co. The Seaton Co. is in business at Lathrop.

St. Louis, Mo.—Thomas E. Price, pres. of the grain commission firm of T. E. Price & Co., was injured Dec. 3, when the automobile which he was driving overturned.

St. Louis, Mo.—H. E. Reid, who has been connected with the Buhler Mill & Elvtr. Co. of Buhler, Kan., for seven years, with headquarters in this city, has resigned his position, and after the first of the year he will become sales mgr. of the Kansas City Mlg. Co., with headquarters in Kansas City.

St. Louis, Mo.—The Valier & Spies Mlg. Co., which was originally incorporated under an Illinois charter, has been incorporated under the laws of Delaware for \$2,000,000. Officers of the company are: Charles E. Valier, pres.; Louis A. Valier, senior vice-pres.; L. A. Adler, vice-pres.; P. S. Wilson, sec'y, and H. A. Berkemeyer, treas.

KANSAS CITY LETTER

The Missouri Farmers Ass'n of Columbia has leased a section of the Dixie warehouse here.

The new addition to the Kansas City Southern Elvtr. has been completed and is now receiving grain.

Board of Trade members voted recently on the smoking rule which was issued a short time ago by the directors, whereby smoking on the exchange floor during trading hours up to 12:30 p. m. was prohibited. The rule was repealed by a vote of 106 in favor of unlimited smoking against 52.

Members of the Board of Trade who were in attendance at the dinner of the Kansas City Grain Club Dec. 7, held in the rooms of the Kansas City Club, were presented a plan for a private grain credit buro which will be conducted by Albert W. Orr. George S. Carkener, E. O. Bragg and H. C. Gamage were appointed as an advisory com'te, of which Mr. Carkener is chairman, to assist Mr. Orr. Dinner and business were followed by an entertainment.

Harry J. Smith has been nominated as candidate for pres. of the Board of Trade to succeed James N. Russell. Oliver P. Denton was nominated as a candidate, but has withdrawn. H. C. Gamage and W. B. Lathrop have been nominated for second vice-pres., and Allen Logan, the present second vice-pres., will automatically become first vice-pres. The following have been nominated for directors, six of which are to be chosen: A. L. Ernst, F. B. Godfrey, W. C. Godde, C. M. Hardenburgh, Glen F. Hiltz, W. G. Hoover, B. M. Huffine, J. J. Kraettli, F. W. Lake, G. A. Moore, J. A. Thies and Paul Uhlmann. J. S. Geisel, E. M. Jolley, F. T. Kane, E. L. Love, W. H. Marshall, H. E. Merrill, E. C. Meservey, Jr., E. E. Roehen and Graham Robinson have been nominated for the arbitration com'te, five to be elected. Election will be held Jan. 2.

Houston, Fible & Co. failed Dec. 19 for an amount estimated from \$6,000,000 to \$15,000,000. The company had branch offices at Oklahoma City and Tulsa, Okla., and was a member of the Chicago and New York stock exchanges. It was established in 1887. Reports state that the firm was heavily over-extended in certain oil stocks and in the grain markets. Inability to meet a demand from New York banks for \$800,000 is also believed to be one of the immediate causes of the failure. Plans to re-establish the firm and to pay all debts are now being made by Messrs. Houston and Fible and Thomas H. Reynolds, receiver. Mr. Reynolds said the preliminary discussions and expressions from some of the largest customers indicated the firm was solvent and was in a fair way to settle its difficulties, pay out 100 cents on the dollar and continue in business. Mr. Houston emphasized the assertion that customers who had purchased securities outright or had left them for safe keeping would get them back as soon as the court permits.

MONTANA

Poplar, Mont.—Thomas D. Campbell of the Montana Farming Corporation has bot the William Bain elvtr.

Butte, Mont.—The Montana Rex Mfg. Co. has been incorporated by John Elliott, C. A. Horst and P. J. Mealy for \$5,000.

Miles City, Mont.—F. L. Brault, Herman Linstedt and G. D. Whitney have leased the plant of the Miles City Mill & Elvtr. Co.

Roundup, Mont.—The elvtr. of the Montana Elvtr. Co. burned Dec. 12. The fire originated from defective electrical equipment.

Malta, Mont.—A new foundation has been built under the annex of the Imperial Elvtr. Co., which tipped recently because of overload-ing.

Flaxville, Mont.—A new annex has been erected to the plant of the Flaxville Farmers Co-op. Elvtr. Co., contract for which was awarded to the Hickok Construction Co.

Ashuelot, Mont.—M. L. O'Neill, a rancher, may receive \$426.31 and interest from the Montana Elvtr. Co., but he must deduct storage charges owed to the elvtr. company, which shall be computed by the district court of Cascade county, according to the decision of the supreme court. Mr. O'Neill states that in 1916 he delivered 668 bus. of wheat to the elvtr., but when he was ready to sell the wheat, the company declared it had made a mistake in the storage receipt. Until a settlement could be made, Mr. O'Neill accepted cash for part of the wheat and another storage ticket for 223 bus. The jury in the district awarded him a verdict of \$426.31 when he brot suit, but the elvtr. company has appealed the case.

NEBRASKA

Dix, Neb.—The Farmers Elvtr. Co. is reported out of business.

Palmer, Neb.—A Hall Signaling Grain Distributor has been installed in the elvtr. of Dinsdale Bros.

Paxton, Neb.—A new truck dump has been put in the Farmers Elvtr. by the W. H. Cramer Construction Co.

Grant, Neb.—A new truck dump has been installed in the Equity Exchange Elvtr. by W. H. Cramer Construction Co.

Omaha, Neb.—No foundation in fact exists for the rumor that shipper's weights were to be abolished by the Grain Exchange.

Va'entine, Neb.—The elvtr. of the Farmers Union Co-op. Ass'n has been completed and Dewey Kellogg will be in charge of the plant.

Kennard, Neb.—The Farmers Grain & Lbr. Co. expects to install an electric motor in its elvtr.—George A. Spelts, agt. Nye, Schneider, Jenks Co.

Blair, Neb.—A 10-ton scale and a 50-h. p. oil engine have been installed in the plant of the Blair Mfg. Co. An oil tank will also be installed in a short time.

Venango, Neb.—The Venango Grain Co. is building a modern, cribbed elvtr. with a capacity of 50,000 bus. W. H. Cramer Construction Co. is doing the work.

Filley, Neb.—After Jan. 1, I will be at Stromsburg, Neb. J. A. Olson, who is now mgr. there, is resigning that position and I am taking his place. Carl J. Saums is taking my place here. I have been here six years.—Raymond O. Andrew.

Hastings, Neb.—The Updike Grain Co., which recently discontinued its wire business and closed its offices here and at Holdrege, will continue to do business other than futures in this locality, under the management of S. J. Owens. Frank B. Rys, who was in charge of the Hastings office, will be located at Plattsmouth.

Omaha, Neb.—The Grain Men's Club, consisting largely of members of the Grain Exchange, held its first monthly meeting this season Dec. 13 at the Hotel Fontenelle. Dinner was served, followed by the election of officers, which resulted as follows: M. W. Cochrane, pres.; J. T. Buchanan and Barton Millard, vice-presidents; Charles B. Neal, sec'y-treas.

NEW ENGLAND

Wareham, Mass.—E. P. Harvey has purchased an interest in the Sandwich Grain & Coal Co. and will be in active control.

Boston, Mass.—The grain board of the Chamber of Commerce held its annual meeting Dec. 6, at which F. K. Baker, Clarence L. Williams and William M. Cameron were elected members. Members of the executive com'te of the Board were elected for two years as follows: Charles S. Clapham, Horace Cook, Harry Hamilton, Daniel Joy, Harry Wood and William S. Leavitt. The following were elected on the nominating com'te: R. E. Pope, Frank Noyes, A. T. Safford, Robert Bacon and F. S. Smith. Warren G. Torrey and Herbert L. Hammond were re-elected chairman and vice-chairman, respectively, of the board. L. W. De Pass was re-elected sec'y.

NEW MEXICO

Raton, N. M.—Business men here have erected a flour mill and a 20,000-bu. elvtr. which are now in operation.

Mountainair, N. M.—This firm has not succeeded the Trinidad Bean & Elvtr. Co. We have been doing a wholesale and retail grain and feed business for the past six years and we are the only grain firm here. The Trinidad Bean & Elvtr. Co. does not do a grain business here, but it does business at other points.—Mountainair Produce Co., by J. C. Bixler, prop.

NEW YORK

Niagara Falls, N. Y.—The Homestead Mfg. Co. has incorporated for \$200,000 and will do a flour and grain business. Incorporators: M. E. Porter, A. E. Holmes and F. P. Tower.

NEW YORK LETTER.

George Bingham has resigned as pres. of Webb & Kenward, Inc., and is now managing director of the James Stewart Corp.

John Carmody, who has been associated with H. B. Jenkins & Co. for thirty years, died last month of heart failure at the age of 76 years. A widow and daughter survive him.

Eugene V. Bissell of the Continental Grain Co. has been elected to membership in the Produce Exchange. Albert Scoltock, Jr., and George E. Dudman have applied for membership in the Exchange.

George W. Blanchard, a well known member of the grain trade, was found dead last month, apparently from heart failure. Mr. Blanchard had been in the grain business for 27 years and was first connected with Power, Sen & Co. Later he was associated with the British Empire Grain Co. and the North American Grain Co. He was a member of the New York Produce Exchange, the Chicago Board of Trade and the Winnipeg Grain Exchange.

BUFFALO LETTER.

The Keystone Warehouse was damaged by fire Dec. 8.

The Island Warehouse Co. is planning the erection of a \$500,000 flour milling plant.

Stockholders of the Electric Grain Elvtr. Co. are planning to increase the capital stock from \$350,000 to \$735,000.

The Superior Elvtr. Co. has awarded contract for the erection of its 1,500,000-bu. addition, to the Monarch Engineering Co.

The plant of the Globe Elvtr. Co. was damaged to the extent of \$4,000 Dec. 11 by fire which destroyed the plant of the Sinclair Oil Refining Co.

The plant of the Banner Mfg. Co. has passed into the hands of the J. A. Walter Mfg. Co. The plant will undergo repairs and alterations before resuming operations.

William J. Seligman has been appointed sec'y of the George Urban Mfg. Co. and has become a member of the Produce Exchange. Mr. Seligman is a son of the late W. J. Seligman, who was vice-pres. of the Urban Co., and also a member of the Produce Exchange.

NORTH DAKOTA

Kintyre, N. D.—John Tonander has succeeded M. Adler as mgr. of the Kintyre Grain Co.

Buffalo, N. D.—Work has been started on the 35,000-bu. elvtr. for the Farmers Elvtr. Co.

Alexander, N. D.—Farmers in this vicinity met here Dec. 12 to organize a farmers elvtr.

Stanley, N. D.—Farmers in the district of Stanley are planning to organize a co-op. grain elvtr. company here.

Bowesmont, N. D.—The plant of the Powers Elvtr. Co. has been repaired and will be put into operation.

Bottineau, N. D.—The plant of the International Elvtr. Co. was slightly damaged by fire starting from an overheated stove.

Bismarck, N. D.—The Russell Miller Mfg. Co. has had its elvtr. and annex repaired and repainted by the Hickok Construction Co.

Cartwright, N. D.—The elvtr. of the Independent Elvtr. Co. has been repaired and repainted. The Hickok Construction Co. had the contract.

Glenburn, N. D.—The plant of the Woodworth Elvtr. Co. has undergone an extensive repairing and improving. The Hickok Construction Co. did the work.

Glenfield, N. D.—The property of the Glenfield Co-op. Co., including a grain elvtr., lumber and coal business, has been purchased by John Berg of Cooperstown.

Garrison, N. D.—A Richardson Automatic Scale has been installed in the elvtr. of the Farmers Elvtr. Co. Work was done by the Hickok Construction Co.

Havelock, N. D.—We have not bot the Havelock Equity Exchange as reported. We have been running this house under a lease since Aug. 1.—Kusler & Nupen, E. Kusler, mgr.

Medma, N. D.—The elvtr. of the Winter-Truesdell-Ames Co. has been overhauled and equipped with a new leg. Contract for the work was awarded to the Hickok Construction Co.

Mandan, N. D.—The annex of the Russell Miller Mfg. Co. has been repaired and a new foundation erected under it. Contract for the work was awarded to the Hickok Construction Co.

Huff, N. D.—John Dahl, formerly mgr. of the Farmers Elvtr. Co., who returned to this city from Montana to face a charge of embezzlement in connection with the management of the elvtr., has been granted a hearing continuance.

OHIO

Bainbridge, O.—Worley Bros.' mill burned Dec. 18.

Columbus, O.—G. A. Payne & Co. have moved to the Clinton Bldg.

Toledo, O.—Kent Keilholtz of Southworth & Co. is in the hospital for a minor operation.

Octa, O.—A Scientific Ball Bearing Attrition Mill has been installed in the elvtr. of the Octa Grain Co.

Middle Point, O.—Lucy Hennon has succeeded Jesse A. Stemen as mgr. of the Middle Point Equity Exchange Co.

Thornville, O.—W. M. Morgan & Co. have bot the interests of Morgan, Roberts & Co. and will continue the business.

Fredericktown, O.—John Sellers has resigned his position as mgr. of the Farmers Exchange, and has located at Fort Wayne, Ind.

Portsmouth, O.—The P. H. Harsha Mfg. Co., recently incorporated for \$75,000, has rebuilt its mill which was burned some time ago.

Osgood, O.—The railroad here has been suspended since July 31, 1922, and we do not know if it will ever run.—Alexander Bros.

Toledo, O.—H. J. Brundage has been appointed chief grain inspector of the Produce Exchange, to succeed E. H. Culver, who died recently.

Delaware, O.—A dust collector and bleaching outfit have been installed in the elvtr. of the Delaware Farmers Exchange Co., which has also been repaired.

Westerville, O.—The mill and elvtr. of the Westerville Farmers Exchange Co. were damaged by fire starting from a spark in the siding where the spout went out.

Cincinnati, O.—Ray Bender has severed his connection with Alfred Hill & Co., stock brokers. Mr. Bender is a son of A. Bender, dealer in mill feeds and grain.

Fostoria, O.—J. E. Babbett of Cleveland has purchased the plant of the Fostoria Mfg. Co., operator of an elvtr. at this point. Mr. Babbett plans to reorganize the firm.

Hamler, O.—Scoop shovelers are busy here buying corn. This company installed a new feed grinder in one of its elvtrs. and will re-open the other elvtr., it having been closed for repairs.—Hamler Co-op. Grain Co., A. W. Roehng, mgr.

Granville, O.—E. J. Wright is the new owner of the mill and elvtr. of the Granville Flouring Mill, formerly owned by H. D. Ashbrook. D. F. Robinson has been appointed superintendent.

Iler, O.—The Ash & Ash elvtr., which is being operated by the Sneath-Cunningham Co., has been equipped with a new metal boot. Other minor repairs on the plant have been made.

Williamstown, O.—The plant of the Williams-town Elvtr. Co., containing 6,000 bus. of wheat, was completely destroyed by fire Dec. 10, believed to have been caused by incendiary methods. Loss, \$20,000, partly insured.

Jewell, O.—Work has been started on a 13,500-bu. elvtr. for the Jewell Grain Co. to replace the one that burned Oct. 9. Contract for construction of the new plant has been awarded to the Ballinger Construction Co. L. J. McMillin prepared the plans.

Harrod, O.—Kirby White was bereaved of his wife, Sylvia, by her death Dec. 12. Mrs. White had resided at Harrod since July, 1891, when Mr. White engaged in the grain business here, and was loved by all who knew her. Her only son, Benson, is a partner in Kirby, White & Son.

Bellefontaine, O.—E. R. Gebby has purchased the interests of John Kinnan and D. C. Keller in the grain and coal business of Keller, Gebby and Kinnan, and will continue the business. Mr. Keller will take over a third interest in the Belle Center Hay & Grain Co. at Belle Center, of which his son, C. E. Keller, is mgr.

Cincinnati, O.—The business of the Van Leunen Co., which became insolvent about two months ago, has been discontinued. The firm has also disposed of its share of stock and membership in the Grain and Hay Exchange. The acute car shortage and the company's inability to move grain is responsible for its failure.

Cleveland, O.—F. E. Watkins, who was elected pres. of the Grain Dealers National Ass'n at its annual convention, was the guest of the Grain and Hay Exchange of the Chamber of Commerce at a dinner given him last month. Leading members of the Cleveland grain trade were at the meeting, which was held at the Cleveland Athletic Club, and Mr. Watkins was presented with an engraved silver gavel and a number of speeches of congratulation.

OKLAHOMA

Oklahoma City, Okla.—T. C. Thatcher, general mgr. of the Oklahoma City Mill & Elvtr. Co., has been nominated for pres. of the Oklahoma City Lions Club.

Kingfisher, Okla.—The plant of the Kingfisher Mill & Elvtr. Co. was damaged by fire a short time ago at a loss estimated from \$35,000 to \$50,000, almost all of which is insured.

Crescent, Okla.—The Stobaugh Cotton & Grain Co. has been organized and incorporated for \$15,000 by J. E. Hopkins, Elmer Rhoads, V. Rout, J. T. Stinson and E. Stobaugh.

Enid, Okla.—According to reports, D. T. Meek, sec'y of the Chamber of Commerce, has announced that Enid is practically assured of a terminal grain elvtr. and bonded warehouse, to be erected next year.

Guthrie, Okla.—H. O. Miller, mgr. of the reconstruction league, has requested Roy Walcott, state bank commissioner, to postpone the sale of the flour mill of the Guthrie Mill & Elvtr. Co., an asset of the defunct Oklahoma State Bank, evidently with the purpose of buying the mill for the use of the league.

Imo, Okla.—C. R. Kelly, former mgr. of the Imo Terminal Elvtr. Co., shipped out and sold 30,000 bus. of wheat held in store for farmers and by order of the Board of Directors bought an equal amount in hedges on the Board of Trade. Because the hedges showed a loss due to decline in the market, Kelly was charged with embezzlement, but after a trial lasting a week the jury found him not guilty.

Newkirk, Okla.—Matthew Robinson, son of J. L. Robinson, mgr. of the Perry Mill & Elvtr. Co., was shot and fatally wounded by Night Watchman J. H. Emery last Thanksgiving. He died the following morning. Young Robinson, with a group of high school boys, were indulging in rough play and loud talking in one entry of the city hall, in which a dance was being given. The watchman stated that he wished to frighten the youth by firing, but that he had not intended to hit him.

OREGON

Portland, Ore.—The C. A. Babcock Co., dealer in grain, hay and feed, has increased its capital stock from \$25,000 to \$40,000.

Enterprise, Ore.—L. W. and C. A. Riley and W. E. Daggett have incorporated the Farmers Warehouse Co. for \$3,000, and will deal in grain, hay, feed, fuel and livestock. C. A. Riley will act as sec'y of the new firm.

Portland, Ore.—As a result of legal steps taken by bondholders of the Portland Flour Mills Co., who ordered foreclosure of a mortgage they held against the Portland Co. when it could not pay interest on the bonds, the mills, warehouses and other property of the firm were sold at auction this month for \$1,172,670. The purchase was made by Wallace McCamant, local attorney, who is said to have been acting for the bondholders, who will turn the bonds in to the Sperry Flour Co. of San Francisco and receive in exchange 7 per cent preferred stock in the Sperry Co. The Portland Co. had about 200 warehouses and mills in the Northwest, all of which can not be legally sold at once. The holdings in each county, therefore, will be sold separately. All sales and transfer of bonds are expected to be made by the first of the year.

PENNSYLVANIA

Marionville, Pa.—S. H. Meeley has built a flour mill here.

Pittsburgh, Pa.—F. S. Grant of F. S. Grant & Co. has not a coal mine and will discontinue his grain business.

Philadelphia, Pa.—Morris P. Hallowell, banker and broker of Ivyland, has applied for membership in the Commercial Exchange.

Philadelphia, Pa.—The Chamber of Commerce has contributed the sum of \$2,500 to the Port of Philadelphia Ocean Traffic Bureau.

Pittsburgh, Pa.—The McCaskey Willets Co. has temporarily discontinued doing a grain business and is confining its interests to the flour industry.

Altoona, Pa.—Harry I. Chalmer W. and E. Ross Felton are planning the erection of a flour mill here. With them will be associated their brother-in-law, Charles V. Dibert, and the business will be conducted under the name Felton-Dibert Mfg. Co. Mr. Dibert will be in charge as mgr. and Harry Felton will act as sec'y-treas.

SOUTH DAKOTA

Burbank, S. D.—An annex is being erected to the elvtr. of the Western Terminal Elvtr. Co.

Lennox, S. D.—The Atlas Elvtr. Co. of Minneapolis, Minn., has sold its elvtr. here to John P. Plucker & Son, who will take possession at once.

Hillview, S. D.—The elvtr. of the Hillview Equity Exchange burned this month. Another elvtr. of the Exchange was burned early in the year.

Bowdle, S. D.—Peter Wishy, formerly connected with the Farmers Co-op. Mfg. Co., operator of an elvtr. here, has purchased a 50-bbl. mill at Waltham, Minn.

Erwin, S. D.—The plant of the Farmers Elvtr. Co. will hereafter be operated under the management of Roy Kneisel, who has already taken charge.

Moritz, S. D.—C. A. Halverson has succeeded Carl Kjelmlyr as mgr. of the Farmers Elvtr. Co. Mr. Kjelmlyr is now one of the owners of the Security Elvtr. at Marietta, Minn.

Madison, S. D.—On account of the car shortage, F. H. McGowan, mgr. of this company, J. A. Johnson, pres., and Joe Kramer, director, have bot the plant of the Merchants Elvtr. Co., and will open it at once under the name of the Dakota Grain Co.—Farmers Elvtr. Co., by F. H. McGowan, mgr.

Huron, S. D.—The Huron Grain & Coal Co., a newly organized and incorporated firm, has purchased the Huron Equity Exchange and will deal in grain and coal. Delbert McDaniel, W. D. Murley, W. S. Forseman, L. C. Treadway and W. F. Addis compose the board of directors of the new company.

SOUTHEAST

Sutton, W. Va.—The plant of the Riverview Mfg. Co. was damaged by fire this month.

Vidalia, Ga.—The Vidalia Flour Mill, of which M. W. Pourness is owner, burned recently at a loss of \$6,000, partly insured.

Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its numbered pages of linen ledger paper, size, 8½x13½ inches, is ruled for 42 wagon loads. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with keratol back and corners.

Form 43—200 pages, \$3.25

Form 43XX—400 pages, \$5.50

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**Tell the Grain Dealers—
They'll do the rest—**

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If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and Hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12½x13½ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

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*For whatever you wish to know
about equipment or supplies used
in or about a grain elevator ask the*

Information Bureau

Grain Dealers Journal Chicago, Ill.

Norfolk, Va.—M. P. Green, supt. of Elvtr. J at Chicago, has been appointed supt. of the 1,000,000-bu. elvtr. here which was recently completed.

Atalla, Ala.—The plant of the Brown Mlg. Co. has been taken over by the Alabama Mlg. Co., a newly organized firm with a capital stock of \$75,000.

Mobile, Ala.—At the annual conference of officials and representatives of the Mobile & Ohio Ry., the traffic mgr. stated that if an elvtr. holding 2,000,000 bus. is built at Mobile harbor its entire capacity will be taken by grain exporters of the West.

Roanoke, Va.—The writer, who has handled lumber, flour, feeds and hay in car lots for some years, will associate with Roy K. Brown under the firm name of Brown & Durham, with headquarters here, and will do a general merchandise brokerage business.—R. B. Durham, Salem.

Norfolk, Va.—Awarding of a contract to A. M. Crain & Co. for the installation of an Ellis Drier at a cost of \$133,800 in the municipal grain elvtr. was authorized in an emergency ordinance adopted Dec. 19 by the Council. While the bid of A. M. Crain & Co. was \$1,100 in excess of that of the lowest competitor, the City Mgr. recommended that inasmuch as this company has done a splendid work in erecting the elvtr. under adverse conditions such as embargoes, delay in the receipt of materials and coal strike, it was entitled to extra consideration in placing the award. The company, being on the ground, can install the drier with less delay than another concern. The drier system will include a dust collecting apparatus and will bring the city an additional payment on all grain that goes thru it. It will also eliminate the possibility of grain spoiling after it has left the elvtr.

TENNESSEE

Cross Bridges (Mountpleasant p. o.), Tenn.—The plant of the Cross Bridges Mlg. Co., containing about 4,000 bus. of wheat, burned recently at a loss of \$20,000, partly insured. New machinery had recently been installed. O. R. Graves and A. B. Abrams are the owners.

TEXAS

Lavon, Tex.—R. L. Brown's warehouse was damaged by fire last month.

Greenville, Tex.—The Greenville Mill & Elvtr. Co. is planning the erection of a new plant.

Abernathy, Tex.—The Union Mlg. Co. has bot four lots and is contemplating the expansion of its plant.

Port Arthur, Tex.—The Port Arthur Grain Co. is planning the erection of a brick and concrete warehouse to cost \$20,000.

San Antonio, Tex.—Lafayette Ward, pres. of the Granada Mill & Elvtr. Co., died recently at the age of 68 years. Two sons, Lafayette and A. P. Ward, survive him. The deceased was a pioneer of the state, and years ago was an Old Trail driver.

Sherman, Tex.—B. Baxter, formerly traffic mgr. of the G. B. R. Smith Mlg. Co., is reported as having been arrested on the charge of stealing nine cars of wheat from the company, valued between \$27,000 and \$30,000. Mr. Baxter is alleged to have converted wheat that was consigned to the company to his own use.

Fort Worth, Tex.—It is reported that work will start early in January on a new 1,000,000-bu. grain elvtr. A Fort Worth firm, which is rumored as about to be incorporated for \$2,000,000, will erect the house. A site of four blocks has been purchased by one of the railroads there and the elvtr. will be completed in time for handling the 1923 crop. While details of building plans of the new elvtr. have not been announced, G. E. Elevett, chairman of the publicity com'tees of the Fort Worth Cotton & Grain Exchange, has stated that it is positively assured and would be under construction before the end of January. It is understood that it is to be of reinforced concrete and fireproof. Jule G. Smith, pres. of the Fort Worth Elvtrs. Co., has announced that ground has been purchased and engineers are now working on plans for the plant which is to be erected in South Fort Worth.

UTAH

Lehi, Utah.—The Lehi Roller Mill, operator of an elvtr. here, has been equipped with a new hot water heating system.

Gunnison, Utah.—A Carter Disc Oat Separator has been installed in the plant of the Hermanson Roller Mills & Elvtr.

Salina, Utah.—A creditor of the Farmers Equity Mlg. & Elvtr. Co. has filed a petition requesting that the firm be adjudged a bankrupt.

Salt Lake City, Utah.—Suits on two notes have been filed against the Pacific Grain Co. by Walker Bros., bankers, and the National Copper Bank. Walker Bros. allege that on June 15, 1921, the Intermountain Mlg. Co. was indebted to them on a note for \$30,000 then due. On the promise of the Pacific Grain Co. that the note would be paid at the end of thirty days or a satisfactory renewal endorsed by the Pacific Co., whose headquarters are at Portland, Ore., would be given, the month's extension was granted, and now it is charged that the note was never paid. The National Copper Bank charges that it granted a thirty-day extension under the same conditions on a note for \$30,000 owed by the Intermountain Co. and that the note was never paid.

WASHINGTON

Harrington, Wash.—H. P. Stone of Lamont will take over the business of the Pacific Coast Elvtr. Co. Mr. Stone has been with the company for about six years.

WISCONSIN

Sheboygan, Wis.—The Falls Roller Mills are planning the erection of a \$125,000 plant.

Bear Creek, Wis.—The Murphy elvtr., which is owned by the Bear Creek Co-op. Co., is being repaired by George Williams & Son, who will operate the plant this season.

Park Falls, Wis.—Northern Wisconsin will hold its fifth annual grain show here Jan. 3, 4 and 5 as planned, under the auspices of the Commercial Club. Pres. E. J. Delwiche of Green Bay and Sec'y G. W. Briggs of Madison will be in general charge of the meeting, which will be held in the club rooms.

Superior, Wis.—E. W. Fiedler, who has been in the grain business here for eight years, has been appointed a member of the Wisconsin Grain and Warehouse Commission, to succeed James Kenan, deceased. Mr. Fiedler has been active as state warehouseman for the Itasca Elvtr. Co. since 1917.

MILWAUKEE LETTER.

William C. Engel and Fred E. Schueler have been elected to membership in the Chamber of Commerce.

Directors of the Chamber of Commerce recommended an amendment to the rules at the monthly session, held Dec. 12, which makes Milwaukee warehouse receipts only deliverable upon future contracts for oats, beginning with the September, 1923, delivery.

WYOMING

Powell, Wyo.—The newly organized Powell Elvtr. Co. has taken over the North Elvtr. and the Persson Elvtr. here and an elvtr. at Garland, and the three plants will be operated under the management of A. W. Finch. R. L. Gillison will conduct the elvtr. at Garland and Mr. Finch, with the assistance of Harry Tingleff, will operate the elvtrs. here. The office of the firm will be at the North Elvtr. and the Persson Elvtr. will be used for storage only.

THE FARMER will, no doubt, learn a lesson from the recent railroad strike. This strike caused a car shortage which forced the farmer to hold back his crops and market them in an orderly manner; consequently, he has reaped the benefit of the advance in prices.—Marshall Hall Grain Co.

WITH THE advance which has already taken place in the grain market and with the probability of a still further advance, this Christmas should be a Merry One for the farmer. He is getting 100 percent more for his corn than he did a year ago and 40 percent more for his wheat and oats. His upkeep on the farm has decreased from 10 to 20 percent. This includes labor, machinery and that necessary utensil—the Ford.—Marshall Hall Grain Co.

Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8¼x13¾ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

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AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

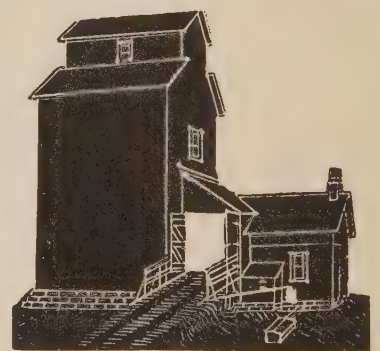
Fifty affidavits in duplicate are bound into a book, size 5½x8½ inches, printed on bond paper, with manilla duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

....., being duly sworn, on his oath, says that on the day of 192..., he, acting as agent for at in the State of carefully and correctly weighed draughts on Hopper, Automatic, Wagon, Track Scales amounting to lbs. equal to bushels of No. and loaded direct or thru bin to car No. Initial for shipment to Messrs. at in the State of and that said car was in condition and properly sealed when delivered to the Railroad; with space for notary public.

Order Form 7AW, weight ½ lb.
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FOR SALE



For particulars see "Elevators" For Sale columns of this Journal.

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regular country shippers to become familiar with your firm name, place your "ad" here :: ::

Supply Trade

BUFFALO, N. Y.—The holiday remembrance sent out to the many friends of Leslie R. Leach, is a handsome leather cigarette case.

CHICAGO, ILL.—Fred A. Marsh, general purchasing agent of the Link-Belt Co., died Dec. 1. Mr. Marsh was a member of the Link-Belt organization for over 33 years, and was one of the organizers of the Purchasing Agents Ass'n and served as its first vice-pres.

NEW YORK, N. Y.—Confidence in the outlook for an unprecedented building boom in the spring of 1923, based on an exhaustive trade survey conducted thru 55 branch offices in the U. S. and Canada has led executives of Johnstown, Inc., to order substantial increases in the output of the company's existing factories and to rush to early completion two new plants.

THE DAILY MOTTO on each page of the desk calendar sent to its English-speaking friends the world over by Henry Simon, Ltd., of Manchester, encompasses all the wisdom of the ages, from Hakyard the Sage to Lafcadio Hearn, and none wiser in these days of paternal prohibition than the quoted words of Herbert Spencer: "The ultimate result of shielding men from the effects of folly is to fill the world with fools."

THE PRACTICE of reproducing American machinery is growing abroad and the competition afforded by the use of inferior materials and cheaper workmanship is serious. Designs of machinery are secured by clever practices, but successful copying can be prevented by keeping in mind the limitations of foreign producers and by following a constructive sales policy. Legal protection is very necessary and all machinery should be registered by trademarks or by patents.

CHICAGO, ILL.—Recently the operation of the improved new Hess Driers at the Calumet Terminal of the C. & Nw. Ry. Co. was witnessed by a com'te of grain men who were sent to investigate driers in the interest of an eastern railroad; and altho the driers were being operated above rated capacity at a high temperature the com'te remarked on the absence of any parched, blistered or cracked corn and were much impressed with the natural appearance of the grain.

NEW YORK, N. Y.—The year 1922 has seen greater activity in industrial standardization than any other year in the history of American industry. Notable progress was made during the year in standardization of raw materials, of manufacturing processes, and of finished products by individual firms, by industrial and technical associations and by bodies that are working on national and international lines.—Albert W. Whitney, chairman American Engineering Standards Com'te.

MINNEAPOLIS, MINN.—We have recently installed the following Carter Disc Separators: International Mlg Co., New Prague, Minn.; Quaker Oats Co., Akron, O.; Globe Grain & Mfg. Co., Colton, Cal.; Waco Mill & Elev. Co., Waco, Tex.; Washburn Crosby Co., Buffalo, N. Y.; Sparks Mlg. Co., Alton, Ill.; Strickler Mfg. Co., Lebanon, Pa.; Union Gr. & Elev. Co., McCammon, Ida.; Western Star Mills, Salina, Kan.; Fuhrer Ford Mlg. Co., Mt. Vernon, Ind.; Indian Agency, Lander, Wyo.; Big Diamond Mills, Morristown, Minn.; also machines shipped to England, 1 machine shipped to Buenos Aires. Yours very truly, Carter Mayhew Mfg. Co.

PITTSBURGH, PA.—Our experience in selling machines to contractors for new elevators is so unsatisfactory we have decided to make no further effort to get this business. We fully respect the close buyers' right to get the best price obtainable, but when it comes to inviting manufacturers to meet in a closed office and indulge in a price cutting contest in order to

help the price cutting contractor save his bacon we object. We prefer not to have our machinery in plants which have been skinned at every point in order to turn the contractor's loss into a profit. Nothing about the plant will ever prove satisfactory and our machines are doomed to get a black eye because their production was cheapened. We think we know how to build and install our machines to insure long and satisfactory service to the users and we propose to follow our own convictions in the future. Our salesmen have been instructed not to waste time calling on the price cutting contractors who are never in a position to buy good machinery and pay a fair price for it. If grain elevator owners persist in demanding cheap elevators which must soon be renewed then they will not buy our machinery. Grain elevator owners who want a first-class house will select their own equipment and insist that it be installed without variation or substitution of something said to be "just-as-good." The high grade contractors who study how to build grain elevators which can be operated economically will continue at the top of our calling lists.—Disgusted.

THE FARM CREDIT bill, H. R. 13196, introduced by Rep. Anderson of Minnesota and Senator Lenroot of Wisconsin places the land banks into commercial banking on agricultural products, extends the time limit on loans to 9 months and exempts the credit department from taxation.

CORN, of all cereals, should decline in price at this season, for large receipts in December and January may always be counted upon and these large receipts almost invariably depress prices, but this year the receipts are in demand as soon as they arrive at terminals, while no large receipts are in prospect because of the enormous feeding demand in the country. Illinois, Indiana and Ohio country stations advise that all the corn received is immediately sold to feeders at adjacent points.—L. L. Winters.

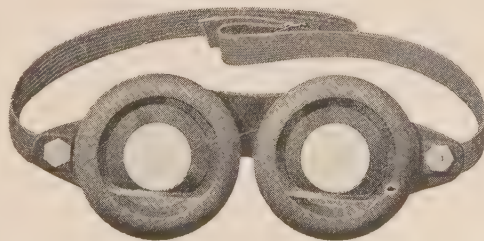
New Clear Sight Goggle.

H. S. Cover, the well known manufacturer of respirators for grain elevator workmen, was granted a patent Oct. 31, 1922, for a gas tight rubber goggle that is entirely new.

The fogging of glasses, which is so annoying to wearers of goggles, is overcome by this invention, which uses water to wash off the dust.

The composition of the rubber is sufficiently soft and of proper form to effect a substantially gas-tight seat on the wearer's face. Behind the glass is a circular pocket holding water or other fluid dashed over the inner surface of the sight glass by the motion of the wearer's head in the course of his work, or he can clear the glass by a nod and shake of his head, without removing the goggles from his face.

The new device has been thoroughly tested in bad dust, smoke, lime and acid atmospheres.



Clear Sight Goggle.

Mr. Cover is attaching it to a gas mask he manufactures and is selling it to divers in pools. It works as well under water as in the air, and enables the swimmer or diver to see 30 feet ahead quite clearly. Some are being sold to the grain trade already, as these goggles are perfect for bad dust. Nothing injurious can reach the eyes and yet the wearer can see perfectly for any length of time. The new goggle is shown in the engraving herewith.

Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.35; weight 2 lbs.

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CLARK'S GRAIN TABLES FOR WAGON LOADS

(Thirteenth Edition)

The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 31 1/2 cents in 1/2 cent rises.

Order Form 4090 WL. Price 60 cents.

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SHIPPERS' CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper.

Order Form No. 89 SWC. Price \$1.00.

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CONDITIONERS****Moisture Testers
and Accessories****DOCKAGE SIEVES
and SCALES****EMERSON
KICKERS****Grain Testing and
Sampling Apparatus***Write for free booklet.***HESS WARMING &
VENTILATING CO.****907 Tacoma Building
CHICAGO****Clark's Wagon Load
Grain Tables**

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size $5\frac{1}{2} \times 10\frac{1}{2}$ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL

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CHICAGO, ILL.

Feedstuffs

DEWITT, ARK.—A feed business has been started here by J. L. Green.

LADYSMITH, WIS.—A. H. Bragdon & Son have opened a feed business here.

SIoux CITY, IA.—The Piper Grain & Mfg. Co. has added a feed mill to its plant.

ARCADIA, CALIF.—The Glesby Feed & Fuel Co. has just installed a new feed mill.

NEW ORLEANS, LA.—The Carrollton Feed Co. is building a warehouse 40x150 feet.

BEAR LAKE, MICH.—A stock of feed belonging to August Schroeder burned recently.

WALDRON, MICH.—The feed business of A. J. Fisher has been purchased by J. Pasch.

MAGNOLIA, MISS.—The Magnolia Cotton Oil Co. will erect a feed mill costing \$10,000.

EVANSVILLE, IND.—The feed warehouse of Chas. Stocker burned with a loss of \$17,000.

WINTHROP, MINN.—The De Wolf feed mill was burned recently causing a loss of \$3,000.

SHERMAN, TEX.—The Pittman & Harrison Co. is greatly increasing its line of poultry feeds.

CUDAHY, WIS.—The Cudahy By-Products Co. will erect a plant for the manufacture of stock feeds.

OMAHA, NEB.—A four story poultry feed mill is being added to the plant of the Mo-Alfa Mfg. Co.

INDEPENDENCE, MO.—The Good-Morn Products Co. has completed a \$60,000 cereal plant here.

LAWRENCEBURG, KY.—The Anderson Feed, Seed & Ice Co. has just completed improvements on its building.

EVANSVILLE, WIS.—Geo. Fisher sold his feed mill to W. M. Bewick of Madison. Mr. Bewick will take possession Jan. 1.

CHICAGO, ILL.—Newberry & Kiederlin, feed merchants, have moved from the third to the fourth floor of the Traders Bldg.

BEAVER, WIS.—Fred Bird has erected a two story feed grinding building. He will carry a complete line of flour and feed.

CHARLO, MONT.—F. L. Irvin has purchased the feed mill of Robt. Watson. Mr. Irvin will move the mill to a new location.

ELK RIVER, MINN.—Richner & Morgan sold their interest in the Morgan Feed Co. to W. H. Graves who then sold a half interest to G. A. Bailey.

KIRKLAND, ILL.—G. W. Bank & Son will install a feed mill driven by three 70-h. p. motors. The mill will have a capacity of four tons per hour.

HOUSTON, TEX.—The Montgomery Co., Inc., incorporated for \$50,000, to deal in feed products. Incorporators are Shelley Montgomery, B. C. Dissen and H. O. Schendler.

THORP, WIS.—The feed mill of Colby Bros. burned recently, causing a large loss. The building and machinery were completely destroyed. Insurance covered the loss.

TAMWORTH, ONT.—The feed mill and electric light plant of A. B. Carscallen burned Dec. 4 with a loss of \$12,000. The plant was insured for \$5,000 and will be rebuilt.

TIPTON, OKLA.—The Farmers & Merchants Feed & Cottonseed Oil Mill Co., has been incorporated for \$30,000. Incorporators are W. T. Hasley, C. H. Little, and L. A. Storms.

ROSHOLT, WIS.—M. S. Colrud will erect a new feed mill a short distance from the site of the old one which burned Nov. 19. The new building will be of concrete and lumber.

CATTLE on feed in 11 corn belt states Dec. 1 showed an apparent increase of 27 per cent over the corresponding date a year ago, according to a survey by the U. S. Dept. of Agri.

Approximately 20 per cent more sheep and lambs were on feed Dec. 1 this year than on Dec. 1 last year.

THE SANTA FE has extended to Feb. 28, the reductions of one-half of regular rates on feed grains to New Mexico from the Southwest. The emergency rate was to expire Jan. 1.

HELENA, ARK.—The Ellis, Gimmel & Love Feed Mfg. Co. has erected a new plant which has been opened for business. This firm recently succeeded the Ellis-Gimmel-Love Co.

BEAR CREEK, WIS.—Geo. Williams and Son are repairing the machinery and elevator formerly known as the Murphy Elevator. Feed grinding will be started as soon as the work is completed.

DIXON, ILL.—The plant of the Universal Oats Co. was sold by C. O. Fisher, referee in bankruptcy, to Gordon Utley, for \$30,300. The plant is reported to have cost \$500,000 when built during the war.

KANSAS CITY, MO.—A. E. Huff, formerly with the M. K. & T. Ry., has become traffic and sales manager of the U. S. Feed Mills Co. He succeeds J. W. Weise who is now with the Miller-McConnell Grain Co.

MINNEAPOLIS, MINN.—W. S. Ankeny & Co., mill feed jobbers, have discontinued business. W. S. Ankeny had retired several years ago and E. T. Hamlin had been in charge since that time, but now Mr. Hamlin has gone to California to make his home.

OGDEN, UTAH.—The former Hansen Live Stock and Feed Yards Co. has been reorganized as the Stockgrowers Mfg. & Feed Yards Co. The company will be developed into the largest feed lot company in the United States and will operate a large feed mill previously built. James E. Clinton and Homer Fenn are the organizers.

CHICAGO, ILL.—The United States Maize Products Export Ass'n has been incorporated with offices in the Webster Bldg. Incorporators are T. M. Chivington, R. R. Clark, and R. J. Frank. The capital is 1000 shares of no par value. Corn millers are behind the company, which has for its purpose the exportation of corn products.

Court Upholds Contract for Feed.

An offer on a car of middlings was received from a Virginia broker by the Newsome Feed Co., of Minneapolis, Minn., which the feed company accepted. The car was shipped on contract time for the account of H. A. Barrow & Co., Farmville, Va.

When the car arrived at Farmville, the broker wired that it was on track too far for consignee to unload and that there would be a charge of \$7 to place car properly. The consignor wired that the broker should place the car properly and if the shipper was at fault it would stand the expense.

The broker wired again later stating that the feed was refused because the sacks were not branded and the tags were not affixed, besides the feed was very dark. The consignee offered to take the car at \$25 per ton, altho the contract price was \$31.50.

As the B/L did not allow for inspection, and Barrow's message indicated that he had inspected the car, the consignor notified the railroad to enforce collection or take the feed itself. The railroad disclaimed liability, saying that Barrow inspected without permission, but finally the railroad put the feed in storage for the account of whom concerned. Later, Barrow took up the draft, but immediately brought suit against the Newsome Feed Co. and the bank, claiming several hundred dollars for alleged damages.

The court upheld the Newsome Feed Co. in its decision and consignee was forced to pay full invoice price, demurrage, storage and the expense of the suit.

Grain Containing Added Foreign Material Subject to Forfeiture.

S. Zorn & Co., of Louisville, Ky., shipped 154 sacks of oats that were seized by the Bureau of Chemistry of the U. S. Dept. of Agriculture under the Food & Drugs Act on the allegation that wild oats, weed seeds, chaff and dust had been mixed therewith.

The grain had been officially inspected as "sample" oats; and the attorneys for claimants agreed with the government that the shipment consisted of 77 per cent cultivated oats and 23 per cent other material. Of the 23 per cent a certain per cent had been added by claimants, the added material being wild oats.

The case came before the U. S. District Court for the Western District of Virginia at Lynchburg and was decided Oct. 20, 1922, ordering the forfeiture of the shipment.

The court said: Section 14 of the Service and Regulatory Announcements, No. 46, reads:

"Nothing herein shall be construed as authorizing the adulteration of oats by the addition of water, by the admixture of clippings or hulls, decomposed salvage oats, other grains, or any other foreign material, or otherwise, in violation of the Food and Drugs Act of June 30, 1906."

In the ingenious brief for the claimants the foregoing is characterized as a mere expression of opinion on a question of law on the part of the Secretary of Agriculture. It seems to me to be a very clear and explicit statement of the intent of the regulations. In other words, fearful that some one might fall into the error of thinking that the regulations were intended to modify the Food and Drugs Act, the Secretary expressly and definitely declares that such is not the intent of the regulations. Statements of intent and opinions as to legal effect, respectively, might conceivably be so expressed as to resemble each other, but in this case there is, I think, no room for confusion.

But, quite aside from anything that has been said, the regulations cannot fairly be read as modifying the Food and Drugs Act. Throughout the regulations there is no thought of authorizing such a thing as adulteration of oats. The regulations are drawn in recognition of the fact that some crops of oats, as harvested, contain greater proportions of foreign matter than others. While it is true (section 1) that oats containing more than 25 per cent of foreign matter cannot legally be graded as oats at all, there is nothing in the regulations that can fairly be construed as authorizing any one to adulterate oats. It is also true that oats, as they come in their natural condition from the thresher, are graded as sample oats, whether they contain 21 or 25 per cent of foreign material. But this fact would not authorize any one to add 4 per cent of weed seeds to oats that contained in their natural state only 21 per cent of foreign matter. And the reason for so saying is that the Food and Drugs Act forbids such adulteration, and neither the Grain Standards Act nor the regulations repeal or modify the Food and Drugs Act.

Even if the regulations were sufficiently ambiguous to be read literally as authorizing any one to add wild oats and weed seeds to oats, any other fairly possible construction would properly be adopted, because of the wretched impolicy of permitting such an act. The fact that it is lawful to ship in interstate commerce oats containing in the natural state as high as 25 per cent of weed seeds affords no sufficient reason for contending that it is also lawful to ship oats that have been artificially brought to this extreme state of impurity. This is so because the old law forbids the addition of impurities to foods, and the new law does not, either literally or in intention, repeal the old law.

It is argued that there is of necessity admixture in dealers' elevator bins of different carloads of "sample oats," of varying degrees of impurity. For instance, if a small car of oats containing as the oats came from the thresher 21 per cent of foreign matter goes first into the empty bin, and next a small car of oats in like state containing 25 per cent of foreign matter

goes into the same bin, on drawing out a large carload from such bin the contents of the car will necessarily be an admixture, to some extent, of both the 21 per cent and the 25 per cent oats. And the infusion of the more impure oats will have been the result of an artificial mixing of the two lots of oats. However, this is not forbidden by the Food and Drugs Act. Both of the first two carloads put into the bin consist of sample grade oats; both are "articles of food." Neither carload is a "substance" within the meaning of section 7 of the Food and Drugs Act (Comp. St. § 8723). The only clause of section 7 that could even seemingly apply here is:

"* * * An article shall be deemed to be adulterated: * * * in the case of food: If any substance has been mixed or packed with it so as to reduce or lower or injuriously affect its quality or strength."

But obviously this language does not apply to the case supposed. The car which is 21 per cent impure may legally be transported in interstate commerce, the car which is 25 per cent impure may also be legally so transported; and no possible reason suggests itself for an intent to forbid the transportation of an admixture of the two, if sold for what it is. The result of a perfect admixture of 1,000 bushels of oats which are 21 per cent impure and of 1,000 bushels of oats which are 25 per cent impure would be 2,000 bushels of oats which are 23 per cent impure. As each of the two ingredients is an article of food, no other "substance" has been mixed with an article of food. The reduction in the quality of one-half of the mixture has been accompanied by an exactly corresponding increase of the quality of the other half of the mixture. I can see no reason why any one should purposely make such a mixture, nor do I see why any one should be injured thereby. The difference between such mixture of two articles of food and a mixture of foreign matter (wild oats, weed seeds, chaff, and dust) with food is very clear. The first is harmlessly mixing two articles of food, the other is mixing a substance which is not a food with a food so as to injuriously affect the quality of the food.

In the case at bar the claimants did not mix two lots of sample oats together. They added wild oats, weed seeds, chaff and dust, to one lot of sample oats. In so doing they unquestionably adulterated a food.

It would of course be equally an unlawful adulteration to add wild oats, weed seed, chaff or dust to oats of any higher grade than sample oats, because it would be adding something that is not a food to a food so as to lower its quality.

It seems unnecessary to discuss at any length mixtures of sample grade oats with oats of higher grade. If a large quantity of sample oats were mixed with a small quantity of No. 1 oats, the result would be merely a food of lower grade than No. 1, and either of sample grade or of some grade between No. 1 and sample. There is no reason why this mixture should not be transported in interstate commerce, assuming that it be honestly graded and branded for what it really is. Mixing two different grades of food is not mixing "a substance" with a food so as to lower the quality of the food. One of the ingredients (a food) has been lowered and the other (a food) has been correspondingly raised in quality, and no "substance" within the meaning of the Food and Drugs Act, has been mixed with either of the foods.

Counsel for claimant suggest the case of an admixture, purposely made, of oats and corn. If the corn was before the mixing in its natural condition and of a grade to be transported as a food, and if the oats were in their natural condition and of a grade to be transported as a food, and if the admixture resulted in any lawful grade of either corn or oats, I think that transportation of such mixture would not violate the Food and Drugs Act. If the corn were rotten, it would be a "substance" which could not be mixed with oats; but if the corn were of good food quality, it would be a food, and the mixture would also be a food, and no reason suggests itself for saying that the mixture could not be lawfully transported. As each ingredient separately was lawfully transportable, I see no reason why the mixture of the two ingredients should not also be lawfully transportable, if branded for what it is.

An order declaring forfeiture may be taken.—283 Fed. 985.

RYE TO the amount of 6,000 bus. has been stored in the elevator of the Edmore Farmers Elevator Co., Edmore, N. D., so long due to car shortage that it has been badly damaged by heating.

THE BULK handling of wheat in the state of South Australia has been provided for by an agreement between the government and the Farmers Bulk Grain Co-op. Co. whereby the government will advance \$5,000,000 or two-thirds of the cost of elevators to do business. Repayments are to begin three years from date of loan.

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Miller's Code (1917), for milling and flour trades, 3½x6 inches, 77 pages, \$2.00.

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Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.

Exports of Feedstuffs.

Exports of feedstuffs during October, compared with October, 1921, and for the ten months ending with October, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	October		10 mos. ending Oct.	
	1922	1921	1922	1921
Bran and mid- dlings, tons	407	1,058	7,326	9,547
Cocunut cake, lbs.	20,395	259,374	7,859,697	8,064,827
Corn cake, lbs.	367,500	.....	1,766,689	4,131,472
Oat ton seed meal, lbs.	41,933,492	14,094,322	80,297,843	125,716,082
Anseed meal, lbs.	3,017,639	1,230,400	16,145,894	19,568,984
Anseed cake, lbs.	41,303,531	44,563,503	329,059,401	448,345,949
Witfeed, tons	4,476	2,687	30,219	12,461

Supreme Court Decisions

Sale by Sample.—Where sales are made by sample, there is an implied warranty that the goods delivered shall correspond with the sample.—*Simmons Cohn & Co. v. Weil*. Court of Civil Appeals of Texas. 244 S. W. 562.

Laborer's Lien on Crop.—Under Rem. Comp. Stat. §§ 1188, 1190, a laborer was entitled to a laborer's lien on a crop, though he did his work during one calendar year and the crop was harvested the succeeding calendar year.—*Myers v. Tual*. Supreme Court of Washington. 209 Pac. 1087.

Customer's Undisclosed Intentions Do Not Render Transactions Gambling.—If cotton brokers did not know that a customer had no intention to deliver or receive actual cotton bought and sold through them, the customer's undisclosed intention was not enough to render the transactions invalid as gambling transactions.—*Brown v. Thorn*. Supreme Court of the United States. 43 Sup. Ct. Rep. 36.

Warehousemen.—Code Iowa, 1897, § 3122, authorizing owners or dealers having in possession or storage "grains, seeds or other farm products" the products of slaughtering "cattle sheep or hogs," "butter, eggs, cheese, dressed poultry and other commodities," to issue and pledge warehouse receipts therefor, held limited to food products; the words "other commodities" being construed under the rule of ejusdem generis and the statute not to include automobiles.—*In re Hanson & Tyler Auto Co.* U. S. District Court, Iowa. 283 Fed. 848.

Title to Crop under Seed Growing Contract.—A contract wherein one person agrees to raise a crop of beans from seed furnished by a seed company, providing that the seed and seed crop produced from it should remain the property of the company, that, in case the company should refuse to accept the crop for reasons stated, title thereto should vest in the grower, and that the latter should receive as full compensation for his services 4½ cents per pound for all seed in excess of the stock seed furnished him when delivered under the contract and accepted by the company, held a contract of bailment, and that the company was the owner of the crop.—*D. M. Ferry & Co. v. Smith*. Supreme Court of Idaho. 209 Pac. 1066.

Initial Carrier Not Liable after Warehousing of Shipment by Terminal Carrier.—Where, pursuant to the uniform interstate Bs/L, refused goods were stored by the terminal carrier in a public warehouse, where, as provided in the B/L, they were to be held at the owner's risk and without further liability on the part of the carrier, the initial carrier's liability terminated, and it could not be held liable for their damage by fire claimed to be due to negligence of the terminal carrier or the warehouse in delaying to reship after the shipper ratified the delivery, and on his own responsibility assumed control of the goods, surrendered the original Bs/L, and instructed the reshipment.—*Efland v. Hines*, Director General. Supreme Court of North Carolina. 114 S.E. 472.

Shipper Entitled to Interest and Attorney's Fee on Railroad Claim.—Rev. St. Neb. 1913, §6063, as amended by Laws 1919, c. 134, requiring carriers to settle claims for loss of, and damage to, freight within 60 days, and providing that, if not settled, the amount found due, if more than the amount tendered, shall bear interest at the rate of 7 per cent from presentation, and that reasonable attorney's fees shall be recoverable, does not violate Const. U. S. Amend. 14, as applied to claims for damages to hogs, which were not difficult of ascertainment, where no tender was made, and only \$200 was allowed as an attorney's fee for preparing 72 different claims for trial, and for a four-day trial.—*C. & N. W. Ry. Co. v. Nye, Schneider, Fowler Co.* Supreme Court of the United States. 43 Sup. Ct. Rep. 55.

Damages on Value at Destination.—Under the Cummins Amendment (U. S. Comp. St. § 8604a), a provision of an interstate bill of lading measuring the damages for loss or damage by the value of the property at the place and time of shipment, including freight charges, if paid, was ineffective, and the amount of damages for

wrongful delivery was to be determined by rules of common law applicable to breaches of contract. Under the common-law rule, the damages for wrongful delivery of goods by a carrier were measured by the market price of goods of the kind specified in the quantity specified at the place of destination at the time they should have been delivered.—*Smith v. N. Y., O. & W. Ry. Co.* Supreme Court of New York. 196 N. Y. S. 521.

Time for Suing Carrier.—Act. Cong. Feb. 28, 1920, § 206 (a), which provides that actions based on causes arising out of federal possession of railroads under Federal Control Act or of the Act of Aug. 29, 1916, may, after the termination of federal control, be brought against an agent designated by the President, and such actions may, within the periods of limitation prescribed by state or federal statutes, but not later than two years from the date of the passage of this act, be brought in any court which, but for federal control, would have jurisdiction of the action had it arisen against the carrier, did not extend the time, as state or federal laws were to govern if they did not extend the time of bringing actions beyond two years from the passage of the act, and, if they did, then the act limited them to two years from its passage.—*Northern Milling Co. v. Davis*. Supreme Court of Wisconsin. 190 N. W. 351.

Title to Shipment Does Not Pass Tho Buyer's Men Aid in Shipping.—Where contract for the sale of potatoes required seller to deliver them to buyer at freight cars at a named station, under Uniform Sales Act (St. 1921, § 1684t—19, subd. 5), the title did not pass until seller had made delivery to the station; hence where potatoes froze after being sorted and sacked, but before delivery, the loss fell on the seller. Where potatoes had been sold by a contract under which title did not pass to the buyers until delivery to them at a specified place, the fact that buyers' men, who were helping seller and his men sort, sack, and weigh potatoes at the place of shipment, suggested that the potatoes be moved to seller's machine shed to avoid frost, did not amount to an absolute appropriation of the potatoes on the buyers' part, passing title to the potatoes immediately.—*Zank v. Jones*. Supreme Court of Wisconsin. 190 N. W. 445.

Warehouseman's Liability.—Under Code Supp. 1913, § 3138a21, making a warehouseman, in the absence of an agreement to the contrary, liable for loss or injury to goods, only where caused by failure to exercise ordinary care, an owner, who sues a warehouseman for damages to stored goods, has the burden of proving that the damage resulted from the failure of the warehouseman to exercise such care. The rule that evidence that goods were in good condition when delivered to warehouseman and in bad condition when received from warehouseman establishes a prima facie case of negligence is not applicable, where the goods are of such a perishable nature that they could and ordinarily would deteriorate in the course of time from inherent and natural causes, but applies only when goods are of such nature that loss or damage could not ordinarily occur without negligence.—*Grady v. Blue Line Transfer & Storage Co.* Supreme Court of Iowa. 190 N. W. 375.

Intention Determines that Shipment was Interstate.—Where an interstate shipper's intention at all times was that cars should be sent to M., and they were billed to O., possession taken there, and the cars rebilled to M., without any intention other than a mere possibility that interstate journey should end there, the intention as carried out determined as matter of law the essential nature of the movement, and made the entire movement from the original point to M. an interstate shipment. Through billing, uninterrupted movement, continuous possession by carrier, or unbroken bulk are common incidents of a through shipment, when the intention is in issue. The presence or absence of one or all may be important; but, when it is admitted that the shipment made to the ultimate destination had at all times been intended, they are without legal significance, and none of them is essential to a through interstate shipment. The published interstate rate from a shipping point to M. was the only lawful rate for transportation to M., and could not be defeated by shipping to an intermediate point, taking possession there, and rebilling to M. as an ostensible intrastate shipment, for the purpose of acquiring a lower rate.—*B. & O. S. W. Ry. Co. v. Settle*. Supreme Court of the United States. 43 Sup. Ct. Rep. 28.

Seeds

SHELBYVILLE, KY.—R. A. Campbell, seed and implement dealer here, is planning to retire.

ST. LOUIS, Mo.—The Agricultural Seed Co. has leased a five-story building to enlarge its business.

SPENCERPORT, N. Y.—The Crescent Seed Farm has built a two-story building for cold storage and drying.

KANSAS CITY, Mo.—The Western Seedsmen's Ass'n held its fall meeting at the Hotel Baltimore Dec. 16.

SEATTLE, WASH.—The Seattle Seed Co. incorporated for \$5,000. Incorporators are Frank Leckenby and W. H. Lilly.

SALT LAKE CITY, UTAH.—The Pacific Seed House is distributing to friends and customers an automatic telephone directory.

CHICAGO, ILL.—The Wholesale Grass Seed Dealers Ass'n will hold its midwinter meeting at the Hotel LaSalle Jan. 15, 1923.

LOS ANGELES, CALIF.—M. C. Snow and O. M. Morris of the Morris & Snow Seed Co. have sold their interest to D. F. Reichert.

NEWPORT, KY.—The Hoffman Seed & Feed Co. has been sold to Walter Lang and J. B. Kettmacher. Henry Hoffman was former proprietor.

LOUISVILLE, KY.—Wm. Ross, founder of the Ross Seed Co. dropped dead of heart trouble Dec. 11 in California. He had retired from active business in 1916.

MONTICELLO, FLA.—Haile & Co. have been incorporated for \$30,000 and will deal in seeds. W. E. Haile is president and W. R. Neal is secretary and treasurer.

GALVESTON, TEX.—The Superior Poultry Feed & Seed Store, W. Collier, prop., has opened a new store. A complete line of field, flower and garden seeds will be carried.

ST. LOUIS, Mo.—The plant of H. W. Beck & Son Feed & Seed Co. burned Dec. 13. The loss amounted to \$6,000 on stock and \$4,000 to building, fully covered by insurance.

VERSAILLES, KY.—Cleveland & Co., seed and grain dealers, suffered a \$20,000 loss when a warehouse containing orchard grass seed and wheat burned. Insurance covered the loss.

CHICAGO, ILL.—E. E. Meyer, has sold his interest in the M. & M. Seed Co. of which he was formerly silent partner and is now actively engaged in the business with A. Molenhouse.

DISTRIBUTION of free seeds by the government thru congressmen was voted against in the House of Representatives 74 to 71. An appropriation of \$360,000 was denied by the vote.

UTICA, N. Y.—The Utica Seed Co. has been incorporated for \$20,000. Incorporators are J. F. Blatt, Jr., J. O. Markle, Chester D. Ladd, Frankfort, and H. L. Kuhn, Grand Rapids, Mich.

FORT WORTH, TEX.—The Fort Worth Elevators Co. has let contract for the erection of a fireproof warehouse and field seed handling plant. The building will be 100 feet wide, 205 feet long and two stories in height.

OWEN L. COON Railroad Claim Attorney Association Building CHICAGO

Charges—33½% of the amount collected, plus the cost of starting suit. No charge if nothing collected.

Now handling more than 10,000 claims annually

SEED CORN is being imported by Czechoslovakia from United States this year because the seed from North Dakota, Minnesota and Wisconsin is far superior to the seed corn that country previously obtained from Argentina.

BOSTON, MASS.—D. G. Reid and Norman Lowden have purchased the Hovey & Co. interests from Carter Tested Seeds, Inc. They will operate under the old firm name. Both members of the new firm were formerly with the Carter company.

SIGOURNEY, IA.—The Bruns Seed Co. is installing several large motors, several elevator eggs and corn cleaner and sheller. Other changes are being made to make the plant electrical thruout and thoroly up-to-date. The Newell Construction & Machinery Co. is doing the work.

MINNEAPOLIS, MINN.—The few cargoes of flaxseed afloat for the United States are being held for very high prices. It was thought the situation would be relieved by December shipments from Argentina, but the first week only 176,000 bus. were shipped to the United States and 260,000 bus. to Europe.—Archer-Daniels-Linsced Co.

TOPEKA, KAN.—The yields of this year's seed crops in Kansas were as follows: Emmer (speltz), 2,676 bus.; cowpeas, 7,408 tons; flax, 112,132 bus.; broom corn, 5,799,034 lbs.; millet, 114,535 tons; kafir, 17,523,272 bus.; milo, 2,757,115 bus.; feterita, 1,185,657 bus.; saccharine sorghum for seed, 832,439 bus.—J. C. Mohler, sec'y State Board of Agri.

BOZEMAN, MONT.—The newly organized Galatin Valley Seed Co. of Bozeman has taken over the business and stock of the W. A. Davis Seed Co. which went into bankruptcy several months ago. The new company is capitalized at \$50,000, fully subscribed by John A. Lovelace, pres., Hubert Bath, vice-pres.; B. A. Parker, sec'y-treas. and manager, and C. F. High.

THE WESTERN Seedsmen's Ass'n held its 23rd semi-annual meeting Dec. 16 at the Hotel Baltimore, Kansas City, Mo. More than 60 dealers from Kansas, Missouri, Iowa, Nebraska, South Dakota, Wisconsin, Minnesota, Illinois, Indiana, Michigan, Ohio and Kentucky were present. Pres. F. W. Mangelsdorf, Atchison, Kan., presided. A banquet was given in the evening.

ST. JOSEPH, MO.—The clover and timothy seed crop this year was much shorter than last, and we believe the acreage sown this year will be less than last year on account of the short crop. The alfalfa seed crop was also short this year but from present indications believe there will be a much larger acreage shown than last year. We are looking for a good demand for most all kinds of seed this coming spring.—Farber Seed Co.

TOLEDO, O.—Clover market has enjoyed a fair trade this week. Some profit taking sales in evidence, but the small breaks found buying orders in evidence. Outside markets report country offerings light and a good cash demand has been experienced this week. There is still some December shortage, but shorts will probably make delivery later in the month. Fresh speculative trade is light. Long interest is confident and ready to pay for all seed delivered. Short interest is mostly among hedgers.—C. A. King & Co.

Exports of Seeds.

Exports of seeds for October, compared with October, 1921, and for the ten months ending with October, are reported by the Buro of Foreign and Domestic Commerce as follows:

	OCTOBER.		10 mos. ending Oct.	
	1922	1921	1922	1921
Beans, bus.....	49,135	101,961	704,698	1,181,700
Peas, bus.....	9,870	10,425	65,244	103,238
Flaxseed, bus....	68	27	2,297	289
Clover seed, lbs..	336,786	572,820	1,363,763	4,563,610
Alfalfa, lbs.....	24,495		955,381	
Timothy, lbs.....	1,640,841	2,025,358	14,429,805	15,191,077
Other grass seeds, lbs.	573,006	550,940	2,978,706	4,238,221

TOLEDO, O.—Clover seed after reaching new high levels this week, selling at \$14.00, reacted sharply on liberal offerings in the way of profit taking and fresh hedging sales. The setback was only natural in face of the recent big advance. Offerings were well absorbed on the decline. Trade was more active this week, several thousand bags changing hands. There were some deliveries on December contracts again this week. Bulls appear confident and predict still higher levels. The future trend will depend largely upon the spring demand. With short foreign crops and the tariff now in effect it will greatly restrict imports this season. At the same time we are having good export demand for our red clover.—Southworth & Co.

LINDSBORG, KAN.—Demand for the different varieties of seed has been better during the month of December than it has been for any year during our experience. We feel that this is due to the fact that we are getting over the depression of 1920-21, and business is commencing to move in a normal way again. Crops raised in Kansas, such as alfalfa, sweet clover, German millet and sudan grass were all short crops and the market has had a strong tone. Buying and selling has been very active. Most of these crops are well bought up in the country and we are looking for even a better tone as to demand and price as soon as the January and February trade starts. We are satisfied that there will be no surplus left in the territory as the season arrives, and doubt very much that there is going to be enough seed to go around.—Lindsborg Seed Co.

Meeting of South Dakota Farmers Co-operative Ass'n.

The Farmers Grain Dealers Ass'n held its sixteenth annual convention at Watertown, S. D., Dec. 5, 6 and 7. Chairman A. L. Berg opened the proceedings by announcing his com'tes on resolutions, credentials and by-laws. The report of the auditing com'te showed receipts for the year of \$4,622.84 and that there was \$203.29 still on hand.

In open discussion started by A. Lawrence, he gave five mistakes to be corrected among the co-operatives.

P. L. Betts, Chicago; J. W. Batcheller, Mission Hill; K. H. Dubach, and J. T. Belk each spoke on the necessity of having a sounder financial basis upon which to conduct successfully co-operative enterprises.

A managers' session was held Dec. 6, and was well attended. John Murphey, chairman of the Railroad Commission, explained all the various transportation problems to the shippers. An open discussion on liens and mortgages followed and a decided stand against storage of grain was taken by those present.

At the afternoon session A. F. Nelson, sec'y of the Minnesota Ass'n, spoke on margins of profit, propaganda against the farmers elevators and the discriminatory charges of various kinds prevailing between farmers and consumers.

J. W. Shorthill gave his report as sec'y of the National ass'n and emphasized the necessity of having ample working capital.

Thursday was devoted to the finishing of routine business and A. L. Berg was elected president for the second term. A. R. Fryer and A. Hoffman were selected as directors to represent their respective districts.

Chas. Eyler, sec'y, read his annual report and discussed in full the accomplishments of the ass'n for the past year. Chief among the subjects he touched was the plan for fire insurance. The com'te appointed last year recommended in its report the promotion of a co-operative farmers elevator insurance ass'n for the 12 states on the National Ass'n. The matter will be taken up with other co-operative insurance companies.

Adjourned.

Wheat Bags Must Be Labeled "India."

The Treasury Department at Washington, D. C., has just made a ruling that all Calcutta bags, carrying wheat, must be stamped with the word "India."

Action against the ruling will be taken by the Northwest Wheat Growers' Ass'n, in an effort to have the rule canceled. The ass'n claims that it will cost about one-third of a cent per bag to stamp them, and as the average import of Calcutta bags amounts to 50,000,000 per year, the cost will be at least \$150,000 per year.

This cost will be charged back to the farmers who are buyers of the bags. The ass'n urges that all farmers who use the bags to any extent get in touch with their representatives and senators and compel the abrogation of the ruling.

Farm Buro Meeting.

The annual meeting of the American Farm Buro Federation was held at the Hotel Sherman, Chicago, Dec. 11-14.

In his address before the federation, E. H. Cunningham, pres., of the U. S. G. G., Inc., spoke of the refusal of the Chicago Board of Trade to grant the farmers company a seat on the board of trade, and stated that if the Capper-Tincher Law is declared constitutional, he will apply for membership thru Sec'y Wallace of the Dept. of Agri.

Other speakers before the convention were Samuel Adams, pres. of the American Agricultural Editors' Assn.; former governor Lowden of Illinois; C. W. Pugsley, ass't sec'y of the U. S. Dept. of Agri.; and Benj. Strong, governor of the Second Federal Reserve district.

Oscar E. Bradfute, Xenia, O., was elected pres. for the coming year and W. H. Walker of Willows, Calif., was elected vice-pres. J. H. Howard is the retiring pres. He refused to be nominated for another year and condemned the politics in the organization.

The new executive com'te as elected consists of Frank Smith, New York; Frank App, New Jersey; Geo. H. Putnam, New Hampshire; John T. Orr, Texas; E. H. Woods, Kentucky; E. A. O'Neil, Alabama; C. S. Brown, Arizona; J. F. Burton, Utah; J. M. Rodgers, Colorado; J. F. Reed, Minnesota; Howard Leonard, Illinois, and W. H. Settle, Indiana.

Among other resolutions adopted was one calling for additional freight equipment, further reduction of freight rates, further improvement of highways, inland waterways and shipping ports, opening of the great lakes waterway, opposition to the "Pittsburgh plus" system of selling steel and approval of a national transportation institute.

A RESOLUTION proposing a \$70,000,000 appropriation for the purchase of foodstuffs in this country by the American Red Cross for relief of Germany and Austria has been introduced in the House of Representatives by Representative Newton of Missouri on behalf of 21 congressmen.

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Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & E. I. in Supplement 20 to 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at stations on the C. & E. I., effective Dec. 25.

C. R. I. & P. in Supplement 2 to 13207-J gives joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Illinois, Indiana, Iowa, Michigan and Wisconsin, effective Jan. 1.

Monon in Supplement 3 to 521-E gives joint and proportional rates on grain, grain products, grain by-products and flour from points in Illinois, Indiana to Brunswick, Ga., Charleston, S. C., Gulfport, Miss., Jacksonville, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Savannah, Ga., Wilmington, N. C., also to Key West, Fla., for export to Cuba, effective Jan. 13.

C. R. I. & P. in Supplement 2 to 31408-D gives local, joint and proportional rates on grain, grain products, seeds and broom corn, from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Alabama, Arkansas, Kansas, Louisiana, Mississippi, Missouri and Oklahoma, effective Dec. 4.

C. & E. I. in Supplement 27 to 622-G gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds, and red top seed chaff from stations on the C. & E. I. and C. & I. C., also from Henderson and Owensboro, Ky., Cairo, Ill., Momence Transfer, Ill., to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective Dec. 31.

C. R. I. & P. in Supplement 9 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds from Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota to stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective Dec. 15.

C. R. I. & P. in Supplement 12 to 22000-G gives local, joint and proportional rates on grain, grain products and seeds from Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Albright, Omaha, and South Omaha, Neb., effective Jan. 2.

Board of Trade in Favor of Farm Aid.

The Chicago Board of Trade director adopted a resolution Dec. 22 asking Congress to take quick action on bills intended to aid the farmers. All members of Congress will receive copies of the resolution.

The resolution says that "until the farmer's distress is relieved, the prosperity of the entire nation is threatened."

"Agricultural interests should be assisted in a way commensurate with their great need and in every way consistent with sound business principles. Certain bills providing relief are now pending, one bill providing for more liberal farm credits and others for extension of foreign credits to promote the exportation of food-stuffs.

"It is the sentiment of the directors of the Chicago Board of Trade that these or similar measures be and hereby are heartily indorsed with the recommendation that prompt and adequate relief be provided, and that a copy of this resolution be forwarded to each member of Congress."

Insurance Notes.

WE HAVE had more fires reported as originating in the cob house in the last few months than ever before in our history. In one case, cobs were housed in a building that had a leaky roof. The cobs had accumulated for some time during which there were several showers. The leaky roof allowed the water to get thru to the cobs—wet cobs fired—fire followed the cob spout to the elevator—and the owner suffered a total loss. In case No. 2 fire broke out in the middle of the cob house in a pile of cobs. The fire was caused by water from recent rains running down the cob and dust spout into cobs and dust. Spontaneous combustion resulted and the burning cobs set fire to the building. No. 3 was caused by a spark on the roof of the cob house. The roof was covered with iron but they had neglected to put on a ridge roll, allowing dust to collect in this crevice. The spark landed in this crevice, burned a hole in the roof, and dropped into the cobs piled below.—Our Paper.

Explosion Clause in Fire Insurance Policies.

Under the old New York Standard Policy which is used in the majority of states, it has been held that a fire policy could not be extended to cover explosion losses, as it contained no provision under which the policy could be so endorsed. The condition reads: "This company shall not be liable for loss caused directly or indirectly by explosion of any kind unless fire ensues, and in that event for the damage by fire only." This condition flatly states that the company is not liable for loss by explosion and it has been held heretofore that to obtain explosion protection the insured must have a straight explosion policy.

The state of New York revised the Standard Policy a few years ago to read: "Unless otherwise provided by agreement in writing added hereto, this company shall not be liable for loss or damage occurring by explosion . . . unless fire ensue and in that event, for loss or damage by fire only."

Under this provision, a company is permitted to endorse a fire policy, extending the coverage to include explosion. Because it is a difficult matter to draw the line between fire and explosion in such risks as mills and elevators, it was deemed expedient to permit the attachment of "Inherent Explosion Clauses" to all forms covering mills and elevators.

Definite action will be taken by grain dealers insurance companies in the near future to attach "Inherent Explosion Clauses" to all mill and elevator policies.

Car Shortage in Montana.

The car shortage has brot much suffering and hard times to the people of Montana, states Jared Watkins.

In numerous instances elevators were unable to send their wheat to terminal markets and consequently were unable to finance further purchases. In lieu of cash, elevators paid for wheat left for storage with due bills. These due bills could not be cashed by farmers so they could settle their bills. Only when he would sacrifice the due bills at a discount would merchants accept them for cash.

Farmers who hauled their grain for miles only to find no market or storage for it were hardest hit. At one station, Power, which has two elevators, one lumber yard had five loads of wheat standing in the driveway, one having been there eight days. The town of Fort Benton got no cars for 14 days. Highwood, with three elevators, all filled to capacity, had no cars for nearly two weeks, and less than 90,000 bus. of the 500,000 bus. crop of that territory had been sold or brot to elevators.

In all, this year will prove unprofitable for growers of the state as they are denied the privilege of reaching markets at the most favorable times for getting a margin of profit.

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to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,
305 So. LaSalle St.,
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

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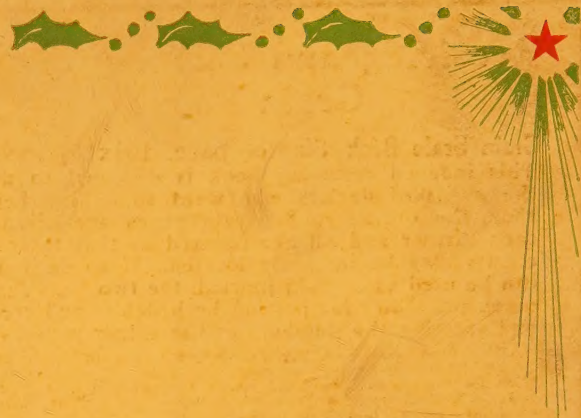
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